

# GRAIN DEALERS' JOURNAL

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**J. Rosenbaum Grain Co.**  
Chicago - Ill.



# DIRECTORY OF GRAIN RECEIVERS, BROKERS AND TRACK BUYERS

Receivers, Brokers and Track Buyers who confine their business to regular grain shippers merit the patronage of such Shippers.

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J. H. Bennett & Co., grain, mill feed, hay.  
W. G. Bishop & Co., grain, hay.  
Thos. H. Botts & Co., grain, seeds.  
Chas. England & Co., grain, hay.  
Hammond & Snyder, r'c'v'rs, exporters.  
G. A. Hax & Co., grain, hay, seeds.  
William Hopps Grain & Hay Co., grain.  
Kirwan Bros. Grain Co., grain commiss'n.  
J. A. Loane & Co., grain and hay.  
J. A. Manger & Co., grain, hay, feed.  
E. Steen & Bro., hay, straw, grain.

## BATTLE CREEK, MICH.

McLane, Swift & Co., grain buyers.

## BOSTON, MASS.

Thomas Ronald, grain and mill feed.  
J. A. Yantis, grain.

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Buffalo Cereal Company, grain.  
Burns Bros., grain commission.  
W. B. Gallagher, damaged grain.  
Heathfield & Washburn, grain and feed.  
Husted Milling & Elevator Co., grain.  
Dudley M. Irwin, barley.  
Henry D. Waters, grain commission.  
Watkins & Company, grain and feed.  
S. W. Yantis, grain and feed.

## CAIRO, ILL.

H. L. Halliday Milling Co., grain.

## CHICAGO.

I. N. Ash & Co., grain and seeds.  
Armour Grain Co., grain buyers.  
Bartlett, Frazier & Co., grain.  
Bentley-Jones Grain Co., grain com's'n.  
Calumet Grain & Elevator Co., com's'n.  
Crighton & Co., grain commission.  
J. H. Dole & Co., grain com's'n.  
L. Everingham & Co., grain, seeds.  
Fyfe, Manson & Co., grain, comsn.  
Sam Finney, commission.  
W. A. Fraser Co., grain commission.  
H. H. Freeman & Co., grain, hay, straw.  
Gerstenberg & Co., grain, seeds.  
H. Hemmelgarn & Co., commission.  
Lowell Hoyt & Co., grain, hay.  
Karrick, Gray & Williams, grain comsn.  
W. F. Johnson & Co., grain, seeds.  
Lasier & Hooper, rcvrs and shprs.  
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Geo. H. Phillips, grain commission.  
Pope & Eckhardt Co., commission.  
H. W. Rogers & Bro., grain and seeds.  
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J. Rosenbaum Grain Co., rcvrs, shprs.  
Rumsey & Company, grain com's'n.  
Geo. H. Sidwell & Co., grain coms'n.  
James P. Smith & Co., grain.  
Van Ness & Wilson, grain receivers.  
Warner & Wilbur, grain commission.  
E. W. Wagner, receiver and shipper.  
Ware & Leland, grain, seeds.  
Weare Commission Co., commission.  
F. E. Winans, grain and seeds.

## CINCINNATI.

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Columbus Grain and Eltr Co., grain, oats.  
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Jas. P. McAlister & Co., grain and hay.  
McCord & Kelley, track buyers, shippers.  
Scott & Woodrow, grain and hay shprs.  
Seeds Grain Co., grain and hay.  
Tingley Bros., grain, hay, chop feed.

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Schaeffer & Boroff, grain shippers.

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## DES MOINES.

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## JACKSONVILLE, FLA.

Kingsley McCallum & Co., grain, hay.

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McCray, Morrison & Co., track buyers.

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Denyven & Co., grain and hay brokers.  
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Spencer Grain Co., coms'n. **Barley.**  
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## NEW YORK CITY.

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Forbell & Tilson, grain commission.  
L. A. Morey, oats and corn.  
Geo. N. Reinhardt & Co., hay, grain.

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Tyng, Hall & Co., grain comsn.  
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Keil & Thorne, grain, hay, feed.  
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Consignments promptly and advantageously  
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## OAT CLIPPERS, WHEAT CLIPPERS AND WHEAT SCOURERS

will be required, therefore you will do well  
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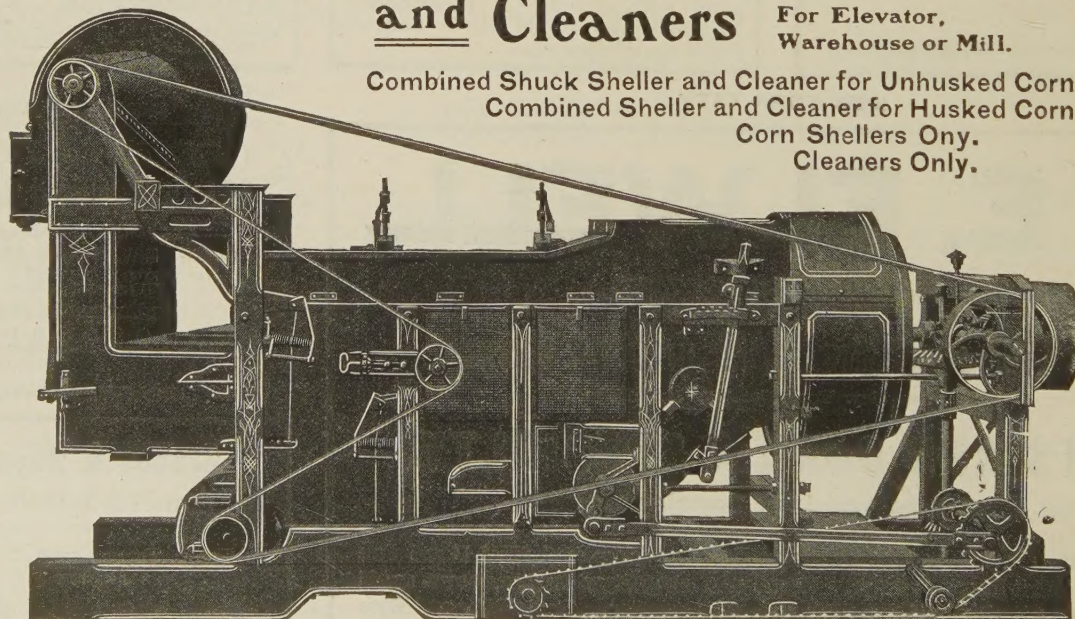
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For Elevator,  
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The New Process Combine Shuck Sheller and Cleaner shown above is the only machine that can be  
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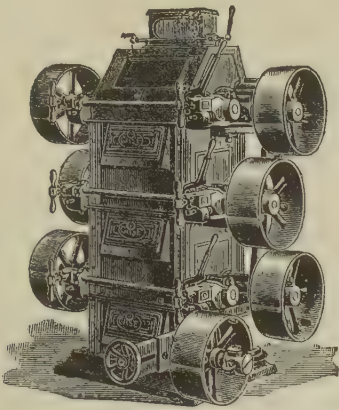
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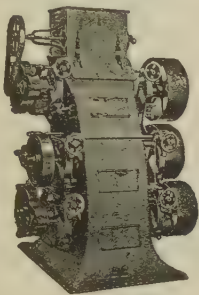
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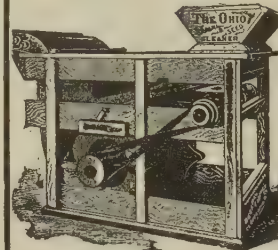
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From 50 to 1,000  
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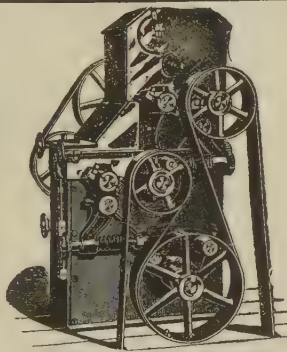
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Machines sent  
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The Bowsher Mill is the best all around feed grinder in the market. Is the **LIGHTEST RUNNING**. Has Conical shaped grinders. Can run empty without injury. It is different from all others. Seven sizes, ranging from 2 to 25 h. p.

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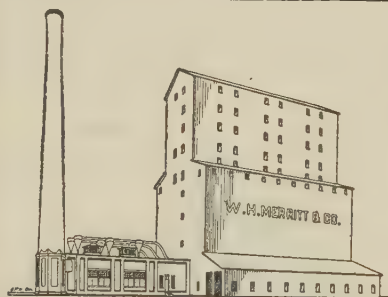
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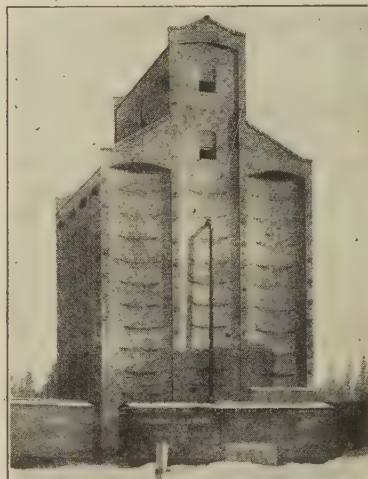
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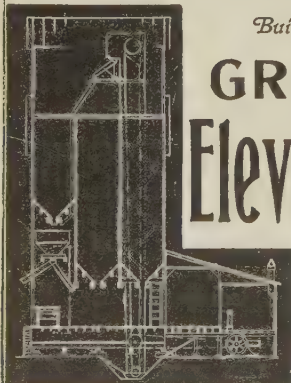
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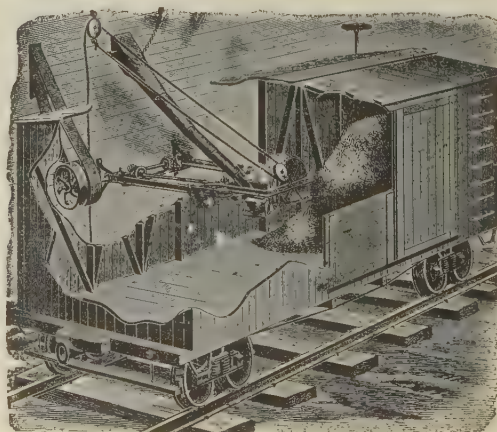
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Will fill each end of the car at the same time.

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You will profit by examining my plans of con-  
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Send for illustrated catalog on fire proof steel grain elevators.

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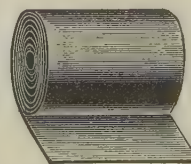
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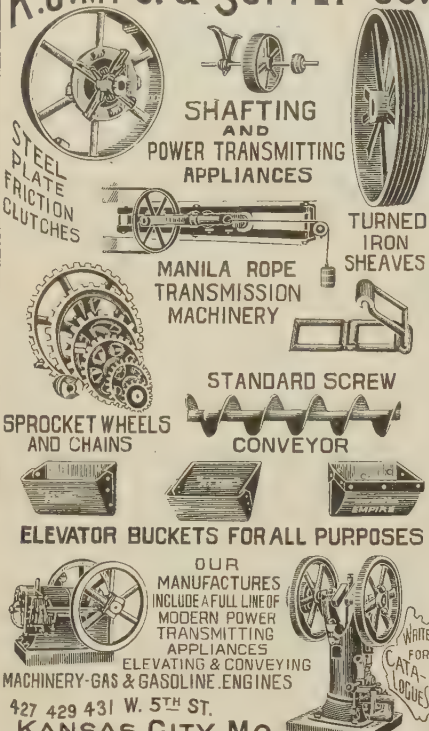


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KANSAS CITY, MO.

WRITE FOR CATALOGUES

# Link-Belt Supply Co.

MINNEAPOLIS, MINN.

## Complete Elevator Outfits a Specialty

We Manufacture

**Pulleys, Shafting, Boxes, Horse Powers,  
Buckets, Conveyors, Etc.**

**P R O M P T   D E L I V E R I E S**

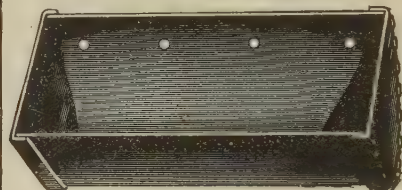
What's the thing to do  
when a chain belt breaks?

**Ask THORNBURGH**

247 So. Jefferson St.,  
CHICAGO.

### ELEVATOR BUCKETS

The Fuller Patent Steel Bucket is stronger, will carry more and make better delivery than any other.



MADE BY

**Cleveland Elevator Bucket Co.,**  
Cleveland, Ohio.

## WHEN YOU WANT ANYTHING IN THE LINE OF Machinery, Belting or Supplies

It Will Pay You (and Us) to get our Prices.  
Good Stock, Prompt Shipments, Try Us

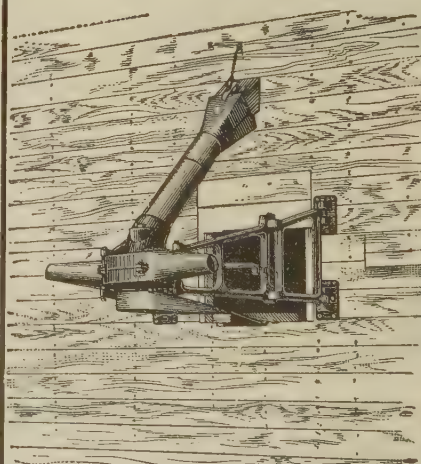
**MIDLAND MACHINERY CO.,**

309 3rd St. South.

Minneapolis, Minn.

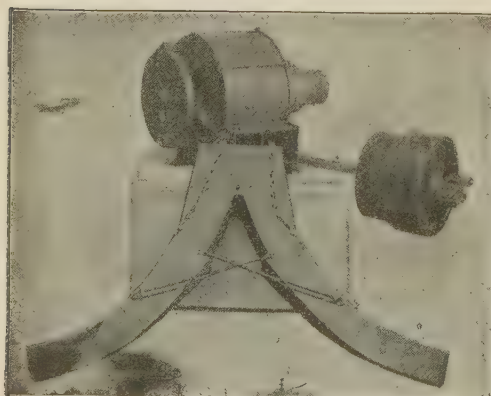
The grain trade's accepted medium for "Wanted" and "For Sale" ads. is the GRAIN DEALERS JOURNAL of Chicago, because such ads. placed in it bring quick returns.

## Improved Ideal Car Loader



Manufactured at Allenville, Ill. Loads any size car from end to end and full to the roof with but very little power. Does not crack grain. Does not blow the grain, thus sorting the light and heavy and causing off grades. Pays for itself in a short time. Hundreds in use giving universal satisfaction. Can we interest you by saving you money? Sold subject to 30 days' trial at your elevator. Write for catalog giving full particulars.

**The Ideal Car Loader Co.,**  
ALLENVILLE, ILL.



## BOSS CAR LOADERS

**LOAD MORE GRAIN, IN LESS  
TIME AND WITH LESS POWER,  
THAN ANY OTHER LOADER MADE**

Loads both ends of car  
at once. Sold on a  
positive Guarantee.

**MAROA MFG. CO.**  
MAROA, ILL.



## GRAIN ELEVATOR SUPPLIES.

### A GRAIN SPOUT

That will load cars without shoveling.

It is worth its weight in gold.

It will save you in labor all it costs in less than a month.

Send for Prices to

**H. SANDMEYER & CO., Peoria, Ill.**



#### HAD GOOD RESULTS.

Siebers Bros., Buckley, Ill.: "Discontinue our adv., as we have sold the engine. Have had many inquiries."

### Minneapolis, Minn.

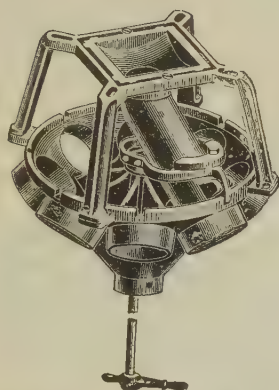
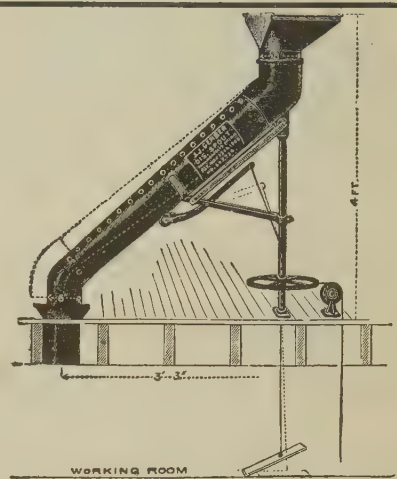
The above City is where the **Gerber Improved Distributing Spouts** are manufactured.

USERS ARE PLEASED WITH THEM.

Patented May 15, 1900, Feb. 18, 1902.

ELEVATOR SPOUTING A SPECIALTY.

**JAMES J. GERBER  
MINNEAPOLIS, MINN.**



### A BAD INVESTMENT

Is one we all wish to avoid. You cannot make a bad investment when you purchase the Hall Distributor. It saves many times its cost.

Write for Booklet.

**HALL DISTRIBUTOR CO.,** 222 FIRST NATIONAL BANK BLDG.,  
**OMAHA, NEBRASKA.**

### ELEVATOR SUPPLIES

**Wagon, Hopper,  
Portable, Dump Scales,  
Gasoline Engines,  
Grain Cleaners**

Write for Catalog of Complete  
Elevator Equipment

**C. D. HOLBROOK & CO.  
Minneapolis, Minn.**

### YOU

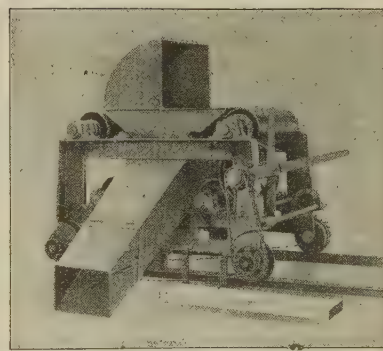
Can find no present more acceptable to the progressive grain dealer than a paid up subscription to the Grain Dealers Journal.

### Grain Elevator Machinery

BELT CONVEYORS, CAR PULLERS, SPOUTING, WAGON DUMPS, SHAFING, PULLEYS, GEARING, FRICTION CLUTCHES, ROPE SHEAVES, LINK-BELTING, SPROCKET WHEELS, Etc., Etc.

SEND FOR NEW CATALOG NO. 28.

**LINK-BELT MACHINERY CO.**  
ENGINEERS, FOUNDERS, MACHINISTS.  
**CHICAGO - - - U. S. A.**



BELT TRIPPER

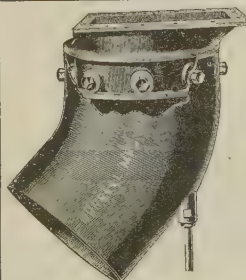


**Birchard  
Improved  
Distributor**

Can be installed in an elevator without changing any of the spouting and overhauling the house.

Write for descriptive circulars.

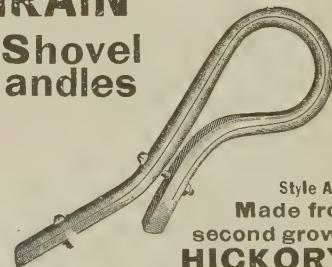
**Downie-Wright Mfg. Co.**  
P. A. Kilner, Manager,  
**York, - - - Nebr.**



**Anti-Friction  
Ear  
Corn  
Turn  
Head**

**BURRELL MFG. CO., MFRS.**  
BRADLEY, ILL.

### GRAIN Shovel Handles



Style A  
Made from  
second growth  
**HICKORY**  
Never Break. Made in 2 styles  
**N. GEISEN & Co., Armour, Ind.**



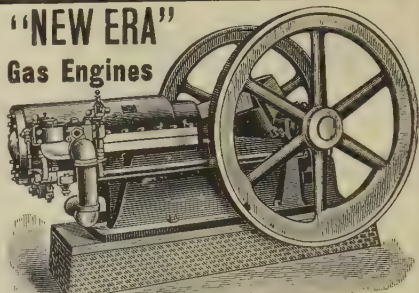
## POWER FOR GRAIN ELEVATORS.



**THE Columbus**  
Gas and Gasoline Engines.  
Simple, effective, easily started and adjusted.  
Columbus Machine Co., COLUMBUS, OHIO.  
Send for Catalog No. 39

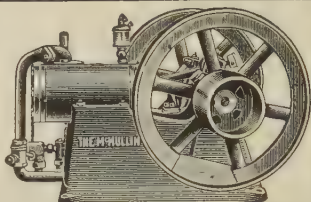
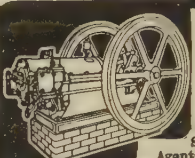


**Gasoline Engines**  
Especially adapted for elevator use.  
Fremont Foundry & Machine Co., Fremont, Neb.



**"NEW ERA"**  
Gas Engines  
For Gas or Gasoline. Sizes 5 to 80 H. P.  
**NEW ERA IRON WORKS,**  
86 Dale Avenue, DAYTON, OHIO, U. S. A.

**THE CHEAPEST POWER PLANT ON EARTH**  
is the Gasoline Engine. Learn something to your advantage about  
**McMullin Engines**  
by writing us. Catalog and prices on application.  
**McMullin Motive-Power and Construction Co.**  
404 Royal Insurance Bldg., CHICAGO.

**LAMBERT**  
Gas or Gasoline  
Is the reliable engine. No long shut-down for repairs. Simple, economical. Easy to regulate speed. Strong guarantee.  
Agents wanted. Write for catalog.  
L. LAMBERT GAS & GASOLINE ENGINE CO., Anderson, Ind.

**HOWE SCALES AND HOWE ENGINES**

Can you get anything better?  
Can you get anything as good?

INVESTIGATION WILL DETERMINE.

Grain Testers, Grain Scoops, Bag Holders, Car Starters, Conveying and Elevating Machinery.

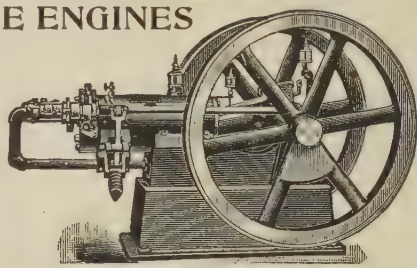
CATALOGS.

The Ball-Bearing Scale.



St. Louis, Kansas City, Minneapolis, Cleveland.

**Borden & Selleck Co., Chicago, Ill.**



1 to 60 H. P.

Wagon, Dump, Hopper, and Grain Scales.

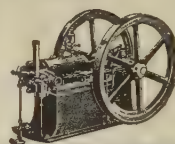
Double or Compound Beams. Steel Frames.

**BRUNNER ELEVATOR ENGINE FOR GRAIN ELEVATORS**

From 1 to 30 H. P.

Write for descriptive circular.

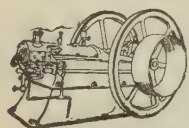
**CHARLES BRUNNER, Mfr**  
PERU, ILL.

**LENNOX GAS ENGINE**

MFG. BY **LENNOX MACH. CO.**  
MARSHALLTOWN, IA.

WRITE FOR CATALOGUE

of Elevator Engines.

**THE BAUER GASOLINE ENGINE**

Is better adapted to the needs of the grain elevator man than any other.

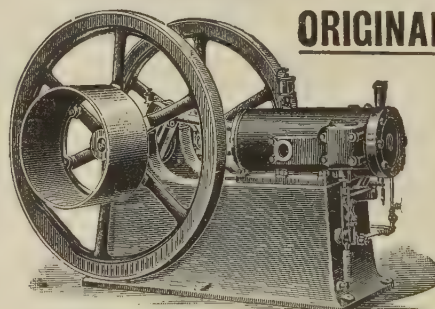
WRITE FOR DESCRIPTION.  
**Bauer Machine Works,**  
Kansas City, Mo.

**Burger Automatic**

**Gasoline Engines are Perfect**

in mechanical construction, so when buying one for your elevator don't stop short of the best. Write us today.

**WOOLLEY FOUNDRY AND MACHINE CO.**  
ANDERSON, IND

**ORIGINAL LEWIS GASOLINE ENGINES**

Most Popular and Reliable for  
**GRAIN ELEVATORS  
WATER WORKS  
ELECTRIC PLANTS**

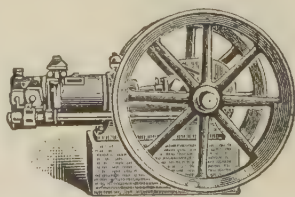
Don't be bothered with a cheap, inferior engine. It will always make you trouble and be the most expensive in the end. Buy a Lewis at the start. It is acknowledged to be standard in all respects.

**J. THOMPSON & SONS MFG. CO., Beloit, Wis.**

**The Last Six Months**

ending with November have been the most prosperous in the history of this Company. More and larger engines have been sold. More pleased and satisfied customers added to our list than for any previous like period. This is gratifying and we thank our friends for the business; but we thank them even more for the confidence they have shown in the "OTTO" engine, and among them all there is not a single case of misplaced confidence. If looking for an engine bear in mind that 60,000 others are using "OTTOS."

**THE OTTO GAS ENGINE WORKS**  
Chicago Representative, T. W. SNOW, 360 Dearborn St. PHILADELPHIA, PA.

**Gas Engine Books**

Operators of gasoline engines who encounter difficulties in the care or operation of gas and gasoline engines will find each of the following books of great assistance.

**THE PRACTICAL GAS ENGINEER,**  
by E. W. Longenecker, M. D., Price, \$1.00.

**THE GAS AND GASOLINE ENGINE,**  
by Norman & Hubbard, Price, \$1.00.

**THE GAS ENGINE HANDBOOK,**  
by E. W. Roberts, Price, \$1.50.

For any of the above address,

**'Grain Dealers Co.,**  
255 La Salle St. Chicago, Ill.



## THE PERFECTION CONDITIONING SYSTEM

Purifying, Drying and Cooling.

Stained Oats and Barley; smutty, musty and weevily Wheat made sweet and bright.

### New Corn Put in Condition.

The only PERFECT SYSTEM in use.

**TWEEDALE & HARVEY**  
Room 905, 303 Dearborn St.  
CHICAGO

We not only make the

## HESS

### Pneumatic Grain Driers

which are used in the large terminal elevators of Chicago, Duluth and other cities, but we make as well, a specialty of

## FURNACES

for heating dwellings, churches, schools, stores, etc., which we sell on a money-saving plan, direct from our factory to consumers, at factory prices.

Write for description of either.

**HESS WARMING AND VENTILATING CO.**

707 Tacoma Building  
CHICAGO

## FIRE INSURANCE

**MILL OWNERS  
MUTUAL FIRE INSURANCE CO.**  
Des Moines, Iowa.  
Insures Mills, Elevators, Warehouses and Contents. Oldest Flour Mill Mutual in America. Saved to Members nearly \$1,000,000.  
J. C. SHARP, Secretary, Des Moines, Iowa.

The Grain Dealers National Mutual Fire Insurance Co., of Indianapolis, Ind., was organized by progressive grain dealers to insure good grain elevators and contents at a reasonable cost. If interested write C. A. McCotter, Secretary, Indianapolis, Ind.

## Reliable Insurance....

On Modern elevators and Contents can be secured at about one-half the rates charged by stock companies by addressing

**MILLERS NATIONAL INS. CO.**  
205 La Salle Street, CHICAGO, ILL.  
CHARTERED, 1865 ASSETS, \$3,380,676  
NET CASH SURPLUS, \$466,595.  
W. L. Barnum, Secy.

## Michigan Millers Mutual Fire Insurance Co. of Lansing, Michigan.

21 Years Successful Business.

Assets.....\$958,473.81  
Losses Paid..... 718,556.00  
Net Cash Surplus, 214,743.50

**50% DIVIDENDS** 1899  
1900  
1901

Insures Flour Mills, Grain and Elevators.

## INDIANA MILLERS MUTUAL FIRE INSURANCE COMPANY

OF INDIANAPOLIS, IND.

JAN. 1, 1902.  
Gross Premium Notes.....\$397,501.33  
Surplus to Policy Holders..... 697,351.55  
Dividends Paid Policy Holders..... 238,566.84  
Cash Assets..... 119,924.77

**MILLS AND ELEVATORS ONLY  
PURELY MUTUAL**

A liberal policy issued.  
Losses paid when adjusted and NO DISCOUNT demanded. Address,

E. E. PERRY, Secretary.

## Machines, Supplies and Businesses

Cannot be placed before the grain dealers and elevator men of the country without advertising. Personal solicitation is so expensive as to preclude its extensive use. Circulars are so cheap they fall in the waste basket unopened.

The only effective method within reasonable cost is to place an advertisement in the Grain Dealers Journal. Every copy goes to a live grain man and keeps its advertisements before him night and day. Try it.

## Robinson's Telegraphic Cipher Code (Revised)

Is more extensively used by Grain and Provision Dealers and Millers

than all other codes combined. It is compact, small and can be easily carried in the pocket. It has been revised and fifteen pages added. Every cipher word, quotation and phrase in former editions has been retained. Get the latest edition; by using it your messages will be understood, you will save time and expense. Price, bound in leather, gilt edges, \$2.00; cloth binding, \$1.50. Your name in gilt letters on front cover 25 cents extra.

**GRAIN DEALERS COMPANY**  
255 La Salle St. CHICAGO, ILL.

## GRAIN TABLES FOR CAR LOADS

Clark's Grain Tables for Car Loads, so extensively used for reducing pounds to bushels have been extended to cover the largest car loads. The book now contains 28 pages of tables as follows:

OATS (32 lbs.) six tables, 20,000 to 86,000 lbs.  
CORN (56 lbs.) eight tables, 20,000 to 108,000 lbs.  
WHEAT (60 lbs.) eight tables, 20,000 to 108,000 lbs.  
BARLEY (48 lbs.) six tables, 20,000 to 86,000 lbs.

The number of bushels in any weight of grain, within the numbers specified above are given in bold-faced type. The tables are printed in two colors on good paper. By their use all reductions are avoided and errors are prevented.

Price, \$1.50. Address,

**GRAIN DEALERS COMPANY,**  
255 LaSalle St., Chicago, Ill.

## Grain Register No. 12 AA.

This book is invaluable to the country grain man and is designed to facilitate the work of keeping a record of weights and number of bushels in wagon loads of grain received.

Each page is 8 1/4 x 14 inches and at top of the 11 columns are printed Date, Name, Kind of Grain, Gross, Tare, Net, Bushels, Pounds, Price, Amount, and Remarks.

Each page has spaces for 40 wagon loads and each book has 100 pages, making each book contains spaces for records of 4,000 loads. The book is well printed and ruled on Sterling ledger paper, and substantially bound in extra heavy binder board with leather back. Price \$1.50.

For Sale by

**GRAIN DEALERS COMPANY,**  
255 La Salle St., CHICAGO, ILL.

**FLOATER GRAIN INSURANCE**  
Special attention to Open Floater Policies in the best Stock Companies.  
Insurance follows grain up and down as the quantity stored in each house changes. Will ALWAYS have insurance where you have grain.  
Simple, Sure, Economical. Investigate, and you will find it absolute protection and cheap. Business handled anywhere. Write us.  
**H. H. LANTZ & CO. DES MOINES, IOWA**  
25 years' experience. Best of references.



# THE CLIPPER SEED CLEANERS

This cut shows our No. 7 SPECIAL SEED CLEANER with Traveling Brushes, and to which we can add our Special Air Controller, if it is desired.

This machine is absolutely unequaled as a cleaner—moderate in cost and of medium capacity—for handling all kinds of seeds—Clover, Timothy, Red Top, Blue Grass, Millet, Flax, etc., and is equally as good for all kinds of grain.

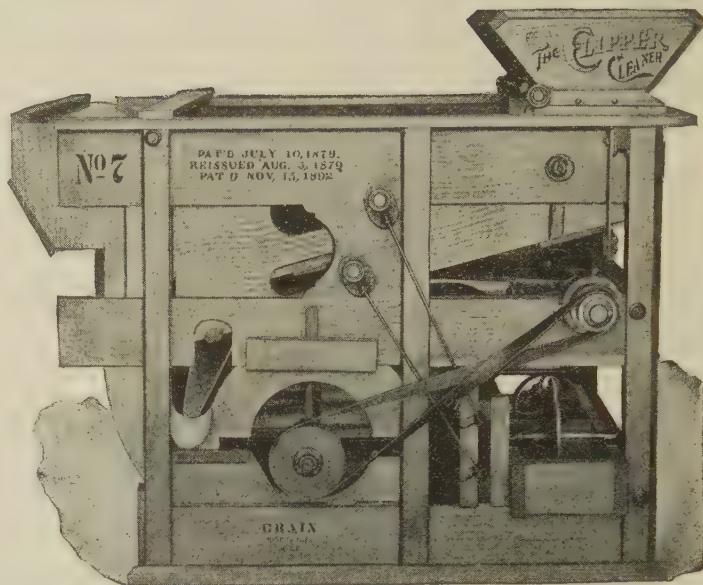
The Traveling Brushes KEEP the SCREENS CLEAR WITHOUT PERSONAL ATTENTION, and help to maintain the full capacity of the machine at all times.

The Special Air Controller permits regulating the air blast to EXACTLY MEET THE REQUIREMENTS OF LIGHT OR HEAVY STOCK, which is OF THE GREATEST IMPORTANCE IN CLEANING FINE SEEDS.

This machine is guaranteed to be first-class in every particular, to require a small amount of power, and to give entire satisfaction in the work for which it is recommended.

FOURTEEN of these machines sold to one seed firm, and TWENTY-THREE to another, THIS YEAR FOR THEIR OWN USE.

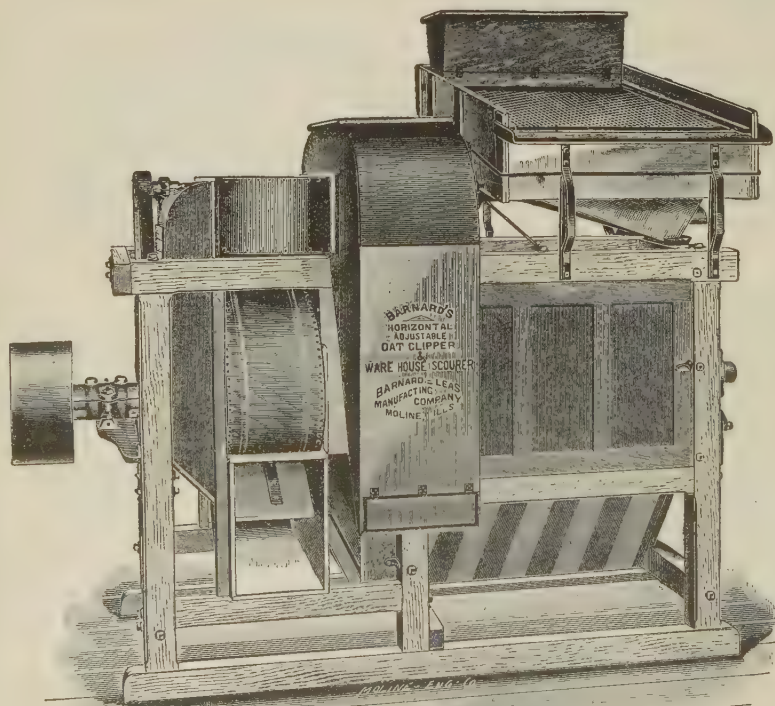
Sample Plate of perforations and new Catalog mailed on request.



## A. T. Ferrell & Co., Saginaw, Mich.

# INCREASE YOUR PROFITS

### BARNARD'S HORIZONTAL ADJUSTABLE OAT CLIPPER AND WAREHOUSE SCOURER



HAS NO EQUAL *for* LARGE CAPACITY *and* SUPERIOR WORK

IT has many valuable features not possessed by the ordinary scourer. It is adjustable while in motion. Discharges the grain the full width of the machine, thus giving the grain the full benefit of the air separation. It is provided with a specially constructed screenings chamber, which saves all the screenings. All its parts are heavy and strong and suited to hard service.

We also make FEED MILLS, CORN SHELLERS and CLEANERS, SEPARATORS and furnish everything needed in MILLS and ELEVATORS

## Barnard & Leas Mfg. Co.

BUILDERS OF ELEVATORS  
and ELEVATOR MACHINERY

MOLINE, - - - ILLINOIS



# GRAIN DEALERS' EXCHANGE.

The rate for Advertisements in this department is 15 cents per line each insertion.

## ELEVATORS FOR SALE.

ELEVATORS for sale in Iowa. Address Geo. A. Wells, 508 Observatory Building, Des Moines, Iowa.

TWO modern elevators in central Iowa; capacity each 35,000 bu.; price, \$9,100. G. W. Post & Son, Lehigh, Iowa.

ELEVATOR, 8,000 bu for sale at a bargain; on P., C., C. & St. L. Ry. Lock Box 98, Sulphur Springs, Ind.

ILLINOIS elevator at sacrifice or exchange for real estate; must be sold. W. L. Cadle, 440 Canal-st., Chicago.

GRAIN business for sale. A good point handling 250,000 bu. annually. Address L. Hutchinson, Sibley, Ill.

WILL SELL mill and elevator if sold before March 1. Good business; easy terms. J. C. McCord, Bloomington, Ill.

TWO elevators and residence in good grain country. If you mean business write for particulars to C. H. Eckery, Yetter, Ia.

THREE grain elevators in southeastern Iowa for sale, all good plants, and one in Illinois. B. R. Dixon & Co., Washington, Iowa.

ELEVATOR for sale in good grain country; 25,000 capacity; in fine repair; can be bought reasonable. A Hoelker, Halbur, Iowa.

FOUR elevators for sale in Indiana, one in Ohio and four in Illinois. List your elevators for sale with me. Aaron Smick, Decatur, Ill.

ELEVATOR warehouse and feed mill for sale, in thriving town and good farming country. No competition. Address W. W. Brown, Merton, Wis.

ELEVATOR, corn cribs and residence for sale, on I. C. R. R. Capacity 10,000; corn cribs, 10,000. Gasoline power. Address G. H., box 2, care Grain Dealers Journal, Chicago.

A GOOD elevator and hay, coal, feed and flour trade in connection; crop prospects never better. Good reason for selling. Address A, box 1, care Grain Dealers Journal, Chicago.

TWO elevators on the Illinois Central in Iowa for sale or lease; connected by 9 miles of telephone; gasoline and horse power. Price, \$7,500; rental, \$400 each. Wetherell, 72 Traders bldg., Chicago.

ELEVATOR and 360 frontage on side track at Mt. Carroll, Ill., for sale to close estate. Capacity 40,000 bu.; gasoline engine and dump. Good opening for right man. For particulars inquire of N. H. Halderman, Mt. Carroll, Ill.

TWO elevators for sale in northern Indiana. One on the main line of the P. F. W. & C. R. R., the other on the Vandalia. Located in good residence towns and in the best grain producing section of Indiana. Address Plymouth Novelty Mfg. Co., Plymouth, Indiana.

## ELEVATORS FOR SALE.

ELEVATOR in good condition, 12,000 capacity; gasoline engine, wheat cleaner; feed grinder, corn sheller and cleaner. Fine opportunity for coal trade; good locality, good town, electric lights and water works. Price, \$5,000. Address Ohio Dealer, 72 Traders bldg., Chicago.

ONLY elevator in southern Ohio town, in extensive corn and wheat valley. Storage 40,000 bu.; modernly equipped; built three years. Exclusive coal trade. A fine money maker; owner has not time to give it attention. Price \$6,500, part cash. Address Morgan, box 9, care Grain Dealers Journal, Chicago.

ELEVATOR and coal yard for sale. Located on main street in Ohio town with 2,000 inhabitants; R. R. ground. No competition in grain, one competitor in coal business. Cap. 15,000 bu. grain, 400 tons coal. Thoroughly equipped; fine retail trade in feed and coal. Address H. B., box 12, care Grain Dealers Journal, Chicago.

## GRAIN FOR SALE.

RED CLOVER seed and good seed corn for sale. Cobb & Varner, Odessa, Mo.

SOJA or soy beans for sale, car lots and less. Wm. G. Scarlett & Co., Baltimore, Md.

SEED FIELD PEAS for sale, car lots or less. Ask for samples. Will Curtis, Reed City, Michigan.

BLACK AMBER Cane Seed. Make offer on from one to three cars. C. B. Seldomridge, Cowles, Neb.

SPRING rye, speltz, macaroni wheat, millets, etc., for sale in carloads or less. Fargo Seed House, Fargo, N. D.

POP CORN, two cars of the white rice variety, fine quality, for sale. Make cash offer f. o. b. here. Address A. C. Davis, Conklin, Mich.

FOR SALE—Cane seed, 5 cars; kaffir corn, 2; millet, 1. Make cash offer track here on A. T. S. F. R. Address E. D. Runnalls, Longford, Kan.

AMERICAN grown alfalfa, German millet, Siberian millet, sorghum or cane seed, Jerusalem corn, milo-maize, seed corn, onion sets, speltz, macaroni wheat, and full line of other seeds. Samples furnished. Write Kansas Seed House, F. Barteldes & Co., Lawrence Kansas.

## NEW VARIETY OF SOUTH AMERICAN SEED CORN

For sale to dealers in car lots. A big, early white corn. Stands the drought and never made a failure. Out-yielded all other kind of corn from 20 to 50 bu. per acre in 20 different states last season, yielding in some instances 120 bu. per acre. Our crop of this corn is over 100,000 bushels this season. Write for samples and dealers' prices.

The 101 RANCH, Inc.

G. W. MILLER, Pres., Bliss, O. T.

## ELEVATORS WANTED.

WANT to buy elevator in good town; prefer central Ill. C. I., box 10, care Grain Dealers Journal, Chicago.

WANTED—You to list your elevators for sale in Iowa and Illinois. Have cash buyers. Aaron Smick, Decatur, Ill.

WANTED—An elevator in western Indiana, 10,000 to 30,000 capacity, handling from 100,000 to 300,000 annually; up-to-date house. Henry Orr, Matthews, Ind.

WANTED TO BUY—Two or three elevators in good locations in Iowa or Illinois. Give full description, together with lowest cash price. B. C. Ragan, Coin, Ia.

IF you want to sell your elevator, advertise it in the "Elevators for Sale" column of the Grain Dealers Journal. This will place your property before all probable buyers and insure your getting a good price for it.

WANTED, to buy at once, an elevator, 10,000 to 30,000 capacity, handling from 100,000 to 300,000 annually, in good corn and oats belt of Ill. Give full description and lowest cash price in first letter. F. W. G. Kopplin, Altamont, Ill.

ELEVATORS WANTED. If you wish to sell or lease your elevator, list same with us. It costs nothing unless sale is made, and then only \$1 for each sale resulting. Elevator Agency, 72 Traders bldg., Chicago, Ill.

## ELEVATORS FOR RENT.

STEEL STORAGE TANK, 55,000 bu. capacity, to lease, with track, track scale and elevator privileges. Address T. G. White, Cedar Rapids, Ia.

## GRAIN WANTED.

RYE and buckwheat grain wanted. Oneonta Milling Co., Oneonta, N. Y.

BUCKWHEAT GRAIN WANTED. Address H. H. Emminga, Golden, Ill.

WANTED—Quotations on corn, oats and hay. Geo. T. King, Hay and Grain Broker, Richmond, Va.

WANTED—In car lots: Pop corn, Siberian millet, alfalfa seed and black oats. W. H. Small & Co., Evansville, Ind.

## TO BUY SELL RENT or LEASE an ELEVATOR

Place an ad. in the "Wanted" or "For Sale" columns of the GRAIN DEALERS JOURNAL of Chicago. It will bring you quick returns, yet cost you only 15 cents per line. Try it.

# LOCATIONS

For FACTORIES and other INDUSTRIES on the BELT RY. of Chicago. Ample Car Supply. Low Rates. Quick Time. (The Inner Belt.) Address, B. THOMAS, Pres. and Gen. Mgr., Dearborn Station, Chicago.



# GRAIN DEALERS' EXCHANGE.

The rate for Advertisements in this department is 15 cents per line each insertion.

## MACHINES FOR SALE.

SECOND-HAND CLIPPER MILLS for sale. Apply to the Albert Dickinson Co., Chicago, Ill.

A MILLING separator, another bargain. Cleans corn, oats and seed wheat. B. S. Constant Co., Bloomington, Ill.

CORN cleaner, Barnard & Leas, No. 2, double cylinder, good condition. Will sell cheap. I. R. Kennard, Moran, Ind.

FOR BARGAINS in secondhand machinery write for Circular No. 16;; new list of machines at cut prices. A. S. Garman & Sons, Akron, Ohio.

ONE 4-ft. French burr for sale; good feed grinder, \$30 complete; 8 bolting reels, \$10 to \$30 each. Address Sam. G. Scott, New Waterford, Ohio.

OAT CLIPPER of the Barnard & Leas make, 1,000 bu. capacity, will be sold at a low price for cash. Welsh, box 1, care Grain Dealers Journal, Chicago.

FEED MILL. A Willford 3-roller Mill, nearly new, for sale. Can be bought cheap, as we want to replace it with a cleaner. K. Krueger, Westbrook, Minn.

ONE Invincible Oat Clipper, capacity 500 to 600 bu. per hour; 100 9x5 Favorite Elevator Buckets, good as new, for sale. Address A. H. Richner, Crawfordsville, Ind.

WANTED—Grain elevator men who want grain handling machinery of any description, new or second-hand, can get their wants promptly supplied by advertising them in this department.

BEAN CLEANER for sale, a bargain. One Ferrel No. 27 Special, having clay crushing rolls, special air controller and traveling brushes. New, never in use. Cap. 150 to 175 bu. per hour. Mich. Box 2, care Grain Dealers Journal, Chicago.

## SCALES FOR SALE.

SCALES, 2d-hand, all sizes, also new ones cheap. Chicago Scale Co., Chicago.

## SCALES WANTED.

SCALES not in use can be sold quickly and at small cost by advertising in our department, "Scales for Sale."

## MILLS FOR SALE.

FULL roller 75-bbl. mill and granary, in the fine wheat belt of west Tennessee, will be sold at reasonable price and on terms to suit purchaser, as other business demands entire attention. Tennessee Farm Co., Trimble, Tenn.

THE INTERSTATE ROLLER MILLS known as the Algona Milling & Grain Co., for sale; 100-barrel roller mill, steam power, 4 stories with basement, nearly new Elevator and coal business connected. In one of the best locations in northern Iowa in town of 3,500, county seat; on Chicago, Milwaukee & St. Paul Ry. The flour of this mill equals any on the market. A money maker to one with capital. Has corn meal plant and good exchange trade. No other mill near. Best reasons for selling. Cheap at \$15,000, but will sell for less. Call on or address I. W. Beers, Algona, Iowa.

## ENGINES WANTED

ONE SECONDHAND ENGINE wanted. Robt. Davidson, Glen Karn, Ohio.

WANTED: Used gasoline engines for grain elevators, 10, 15, 25, 54 h.p. Give particulars. Name lowest cash price. Address Central, box 9, care Grain Dealers Journal, Chicago.

## MACHINES WANTED.

ROLLER FEED MILL wanted. Robt. Davidson, Glen Karn, O.

SEED CLEANER wanted to buy; a good secondhand No. 9 Special Clipper. Address John Houchin, Newton, Ill.

WANTED—Grain elevator men who want grain handling machinery of any description, new or second-hand, can get their wants promptly supplied by advertising them in this department.

## HELP WANTED.

WANTED—Traveling man to solicit grain trade, cash and futures. Must have experience. Name terms. Address Traveler, box 1, care Grain Dealers Journal, Chicago.

HELP-WANTED advertisements invariably bring twenty times as many replies as any other. If you want help, advertise in The Grain Dealers Journal and you will have a large number of applicants to select from.

WANTED—An active, experienced business man capable of managing an elevator and grain business. A small amount of stock in the company can be had by the right party. Address T. G., box 2, Grain Dealers Journal, Chicago.

ELEVATOR man wanted to operate country elevator; one who can handle feed mill and run Columbus Gasoline Engine, and understands buying grain. Must have first-class references. State salary expected. Address M. H., box 1, care Grain Dealers Journal, Chicago.

## SITUATIONS WANTED.

WANTED position as grain buyer in elevator or on the road. Had 6 years' experience; reference; married; and not afraid of work. Address Box 955, Corn- ing, Ia.

SITUATION wanted, with grain dealer, by temperate, single man, having had 25 years' experience buying, selling and milling grain, on road and in office. References. Fremont, box 9, care Grain Dealers Journal, Chicago.

WANTED—Position as manager of station or cleaning house; 5 years' experience in cleaning house; 2 years at country station. Can handle the trade. Married; best of references. Address F. E. Plum, 909 S. Sixth-av., Marshalltown, Ia.

WANTED—Position by young married man of 15 years' experience in grain business. Good judge of grain and live stock. All around man and bookkeeper. Reference required and reference furnished. Open for position after June 1, 1903. Address J. J. S., box 1, care Grain Dealers Journal, Chicago.

## ENGINES FOR SALE.

GASOLINE engine for sale, 6-h. p. Temple Pump Co., 15th place, Chicago.

OTTO 20-h.p. Gas Engine for sale. Address Edw. F. Goeke Co., Grain Elevator, Evansville, Ind.

ONE GASOLINE engine, 24 horsepower, for sale. Address Union Grain & Hay Co., Cincinnati, O.

ONE 8-h.p. steam engine, boiler and smokestack, complete outfit, in good condition, for sale. F. P. Otis, Blue Springs, Neb.

SECOND-HAND 15-h.p. Standard Oil City Gas Engine for sale; \$300. Write for other sizes. Lammert & Mann, 155-161 S. Jefferson-st., Chicago.

GASOLINE engines for sale: 14-16-H. P. Dayton; 16-H. P. Case; 10-5H. P. Otto Engines. Chicago House Wrecking Co., W. 35th & Iron-sts., Chicago.

TEN and 12 h.p. Otto, 12 and 20 h.p. Lewis and 16-h.p. Fairbanks Gasoline Engines, latest style, for sale or exchange; also other makes. A. H. McDonald, 36 W. Randolph-st., Chicago.

ONE 4-h.p. Otto; one 10-h.p. Otto; one 12-h.p. Lambert; one 22-h.p. Fairbanks; one 54-h.p. Fairbanks; one 20-h.p. New Era; one 26-h.p. New Era; one 35-h.p. New Era; one 60-h.p. New Era. I buy, sell or exchange. J. Montgomery Johnston, 216 Lake-st., Chicago, Ill.

FOR SALE—Second-hand gasoline engines, 1 to 50 h.p. Why buy new engines when we sell slightly used and guaranteed at one-half original cost? We have all makes and all sizes. Write us, stating your needs. Price Machinery Co., 507 Great Northern bldg., Chicago, Ill.

ONE 12-h.p. Ideal Balance Valve Horizontal Steam Engine, 7 in. bore, 10 in. stroke, weight 1,800 lbs., complete with lubricators. Price, \$140. One h.p. horizontal steam engine, center crank, 6 in. bore, 8 in. stroke, weight 700 lbs., complete with lubricators. Price, \$100. J. Thompson & Sons Mfg. Co., Beloit, Wis.

## THEY WRITE



## RIGHT.

Three of the Leading Styles of

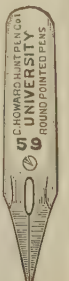
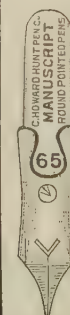
## HUNT'S ROUND POINTED PENS

SUIT ALL WRITERS

Write for Sample Assortment of

15 Pens for 10c

C. HOWARD HUNT PEN CO.  
Camden, N. J.





# GRAIN DEALERS' EXCHANGE.

The rate for Advertisements in this department is 15 cents per line each insertion.

## MISCELLANEOUS FOR SALE.

SPLENDID WHEAT FARM of 320 acres, for sale; 150 acres summer fallow. Apply to R. Nixon, Wapella, N. W. T., Canada.

## MISCELLANEOUS.

THE Grainman's Actuary \$1.00 post-paid. Henry Nobbe, Farmersville, Ill.

## Exports of Breadstuffs.

During 1902 exports of wheat from the United States amounted to 128,361,000 bus.; against 178,317,000 bus. for the preceding year. Exports of flour show a less marked decrease for the year, and an actual increase for December.

Corn exports show a great loss on the year, being 12,434,000, compared with 101,470,000 bus. December indicates the improvement which has begun, shipments having been 8,589,000; compared with 1,215,000 bus.

Of oats we exported 5,864,000 bus.; compared with 25,766,000 bus.; and of rye 4,855,000 bus.; compared with 2,598,000 bus.

Barley held its own, with exports of 8,616,000 bus.; compared with 8,397,000 bus. The total value of all breadstuffs exported during the year, as reported by O. P. Austin, chief of the bureau of statistics, was \$187,380,000; compared with \$267,925,000 in 1901.

Any canard will do to bull wheat; for example: damage by snow.

Hale & Son's mill at Lyons has been shipping two carloads of bran a week to Battle Creek—and the people buy it at a good round price by the pound, in "health foods."—Express, Ionia, Mich. Evidently the Express does not believe in protecting home industries.

Professor Lawrence Bruner, entomologist at the University of Nebraska, has collected 20,000 distinct species of grasshoppers. Professor Bruner devised the method of destroying locusts by distributing live specimens, which had been inoculated with a fungous disease.

Inspection fees that greatly exceed the expense of inspection are illegal and will be set aside by the courts, as in the recent suit of the state of Missouri against the Anheuser-Busch Brewing Association. The beer inspection law (Rev. St. 1899, c. 117, art. 4, sec. 7691) provides that a certain fee shall be paid into the state treasury by manufacturers of beer, for the inspection thereof. Such fees, in the aggregate, would amount to \$500,000 per annum more than the expense of the inspection. The Supreme Court of Missouri on Dec. 10 decided that the fee was a tax, and, as such, unconstitutional, as not being levied on a cash valuation, and as being unequal. 71 S. W. 52.

## A PARTNER

HELP or a POSITION, can be obtained quickly by placing an ad. in the "Wanted" columns of the Grain Dealers Journal of Chicago. It is the grain-trade's accepted medium for "wanted" and "for sale" ads.

## BEARS ARE VICIOUS FIGHTERS.

[Continued from Page 82.]

with the advantage with the bull, as he is alone and possessed of a full knowledge of his position, while the bears fight blindly. History of corners shows how careless has been the preparations of the bull and how effective the fighting qualities of the bear. I claim it is recklessness on the part of the bull that gives the victory to the bears. Their tactics are known, and while the desire may be great to inflict a stinging defeat, they are not paper soldiers to be shot down with toy guns and paper bullets.—Geo. H. Phillips, Chicago, Ill.

## EXAMINE THE SCALES.

Grain Dealers Journal: An example of weights always running short in such a manner as to lead to the belief that the scales must be out of order is furnished by the shipments we have had from Parsons & Edwards of Philo, Ill.

We believe that by an accurate test they will find that both their wagon and hopper scales are weighing too heavy, as all of their cars have been running about the same, and about 5 to 6 bushels short at both our Decatur and LaFayette mills. Mr. Sprague, of Moore & Sprague of Bement, Ill., was in our office yesterday, and he remarked how close we run together with them on weights, and that he weighed every car carefully on hopper scales and gave us the actual weights.

On all the cars, 14, shipped by Moore & Sprague to our mills from Feb. 15 to April 29, containing 14,425.01 bushels, we returned to them 14,432.48 bushels, being 7.47 bushels more than they invoiced to us. Four of the cars invoiced at 3,903.52 bushels, came to our Decatur mill and weighed out 3,903.32 bushels, being short but 20 lbs. Ten of the cars invoiced at 10,521.05 bushels, went to our LaFayette mill and weighed out 10,529.16 bushels, being an overrun of 8.11 bushels. There was not a variation to exceed one bushel in the majority of the 14 cars, and not to exceed three bushels except in three of them.

We note that the Philo firm has a 50 lb. Government weight in their office and test their scales. We were in the grain business several years before we discovered that a pair of wagon or hopper scales could not be tested with a 50 lb. weight. You can set a 50 lb. weight on your scales

and then add ½ lb. or even 1 lb. and there would be no perceptible difference on your beam. A variation of even ½ lb. which will not be noticeable on your beam amounts to 400 lbs. on a 80,000 lb. car or 7.08 bushels more than their average shortage with us.

Scales can be tested with a 50 lb. Government weight by first testing a small platform or counter scales and finding the small scale correct. Then weigh up 500 lbs. in bags of 100 lbs. each and drop the corn into your shelled dump hopper and elevate to your hopper scales and weigh and then weigh up 500 lbs. more on the small scales and elevate to hopper and weigh and continue weighing in units of 500 lbs. until you have reached the capacity of your hopper scales. Then weigh up the 5 empty bags carefully and multiply by the number of the 500 lb. draughts shown by your hopper scale weight as well as your small scale weight and you have the net weight of the grain for comparison.

We know of one instance where a country shipper used a scale with a spliced lever which had been weighing too heavy for years. This shipper's weights would not hold out anywhere, which has been the experience of the Philo firm. The shipper cribbed some corn for a Chicago firm and when it was shelled out, the shortage was too great, and upon investigation the trouble was located. Yours truly, Suffern, Hunt & Co., Decatur, Ill.

## Minimum Load Reduced by the C. B. & Q. R. R.

On Jan. 12 the C., B. & Q. R. R. issued a new loading rule making the minimum car load of oats 10,000 lbs. less than marked capacity of car.

Under date of Jan. 23 Frt. Traffic Mgr. Thos. Miller notified Secretary Stibbens of the National association that henceforth the minimum on oats will be 30,000 lbs.

The minimum weight on other grains, buckwheat excepted, will be the marked capacity of car and the maximum weight 10 per cent above the marked capacity.

J. W. Snyder of Hammond & Snyder, Baltimore, Md., was in Chicago this week seeking to induce railroad companies to forward cars which had been loaded and paid for over two weeks ago.

## GRAIN DEALERS JOURNAL

255 La Salle St., Chicago, Ill.

190

Gentlemen—Enclosed find One (\$1.00) Dollar, for which please send the Grain Dealers Journal on the 10th and 25th of each month for one year to

Name of firm.....

Capacity of Elevator..... Post Office.....

.....bus. State.....



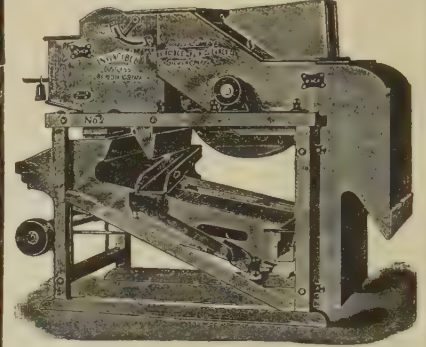


**COVER'S Dust Protectors.**  
 Rubber Protectors, - - \$2.00  
 Metal " - - 1.50  
 Sent POSTPAID on receipt of price; or on TRIAL to responsible parties. Have AUTOMATIC VALVES and fine sponges.  
**H. S. COVER**  
 153 Paris St., South Bend, Ind.

## INVINCIBLE

### DOUBLE RECEIVING SEPARATOR

"A CLEANER THAT CLEANS."



Absolutely Dustless.

Eleven Sizes.

Simple, Durable, Compact, Light-running and Reliable. Can be operated at a minimum expense for power and repairs. Can be used with the most satisfactory results under any and all circumstances where a separator is required.

We manufacture corn and cob separators and cleaners, oat clippers, scourers and cleaners, needle screen gravity separators and spiral belt separators. Send for Catalog.

### Invincible Grain Cleaner Company

Invincible Works, Silver Creek, N. Y.

Represented by

W. J. SCOTT, 94 Traders Bldg., Chicago, Ill.  
 EDW. A. ORDWAY, 512 Exchange Bldg., Kansas City, Mo.  
 CHAS. H. SCOTT, Nicolet Hotel, Minneapolis, Minn.  
 J. N. Bacon, Balcherne Block, Indianapolis, Ind.

## Caldwell-Barr Grain Purifier AND Process for Purifying Grain.

Fully covered by our several U. S. Letters Patent applications. We can purify Oats, Corn, Barley, Wheat, etc., and remove *Mold, Must, Smut, Unnatural Odors, Insect Life and Fungus Growth.*

We can take No. 4 and off-grade oats and restore to condition as bright and sweet as Standard or No. 3 Oats, and we can take No. 3 Oats and make as bright and sweet as No. 2.

We can purify all grain with little heat, and our machine will do its own cooling and drying when necessary after purifying, so that no additional machinery is necessary to prepare grain for shipment.

We can dry moist grain and cool warm grain by bringing it in contact with powerful currents and immense volumes of cool air.

Are you interested? If so, write us, and we will send you descriptive pamphlets and prepaid samples of grain before and after purification. Address

**CALDWELL & BARR,**  
 Earl Park, - - - - - Indiana



The  
**WISEMAN  
 LETTERS**



## How Do You Feel?

DEAR JOHN—

So you have given Just-as-Good & Co. an order for one machine. I had to laugh at the way you insisted on that *one*. You are not sure about it being the right thing to do—but you take the bit between your teeth and risk it.

I know, and you know, and about fifteen thousand other fellows *know* what the Monitor machines can do, but you don't know what the per cent. cheaper Just-as-Good & Co. machine will do, and I do know what it will not do.

You say their contract says "ready to work in 20 days." I doubt it. I hope it will be all right—but I know 'em. They were never known to turn out a machine on time.

If they don't do it in your case, and after they have turned loose their excuse machine on you, and you have the 155th in hand, don't commit murder when your customer comes around and genially asks you "How do you feel?"

I think you will feel "mighty cheap"—I know I did when I was suffering from too much business "sagacity."

Condolingly yours,  
**SAMUEL WISEMAN.**

## THE HUNTLEY MANUFACTURING CO.

The Best Grain Cleaning Machinery  
 for Mills and Elevators.

The Monitor Works—SILVER CREEK, N. Y.



# GRAIN DEALERS JOURNAL

Published on the

10th and 25th of Each Month

BY THE

**GRAIN DEALERS COMPANY**

255 La Salle Street,

CHICAGO, ILL.

**CHARLES S. CLARK, Manager.**

## Subscription Rates:

One dollar per year; Sixty cents for six months. Invariably in advance. Fifteen cents must be added for exchange when sending local checks. Single copies ten cents.

To Foreign Countries within the Postal Union, postage prepaid, two dollars per year.

## Advertising Rates:

furnished on application. The advertising value of the Grain Dealers Journal as a medium for reaching the grain dealers and elevator men of the country is unquestioned. The character and number of advertisements in its columns tell of its worth.

## Letters

on subjects of interest to those engaged in the grain trade, and trade news items are always welcome.

CHICAGO, ILL., JANUARY 25, 1903.

SEEDS advertised in our "Grain for Sale" department by grain growers and dealers will generally be found just as represented.

SHOVELING sand into wagon loads of ear corn is a trick practiced by some Missouri farmers, not entirely to the liking of the grain buyers.

GRAIN DEALERS will be discouraged by the distressing news that a bill has been introduced in Congress to prohibit private fortunes in excess of \$10,000,000.

WESTERN railroads have increased freight rates five per cent, which only bears out the prevailing impression that they want the money to pay dividends on watered stock.

CARR, the farmer's friend, is at work again, but this time his ambition seems to be satisfied with a \$20,000,000 dollar combine of farmers. How very gullible are the bucolics who play into his net.

SHIPPERS who neglect to send advices ahead of draft, especially when consigning to a new firm, must not be surprised if their draft is turned down and protest fees charged against them.

WASTING postage and printed matter on dead firms not only proves that the senders neglect to correct their mailing lists, but that they are not overly particular as to whose business they solicit.

DON'T address important business communications to members of the firm or employees. The addressee may be out of town and your letter being considered personal will remain unopened until his return.

BUYERS who do not dock nor allow for dirt in grain purchased from farmers will find in our Minnesota column that a farmers company, which did dock for

dirt in oats lost nearly 6,000 bus. because they did not dock receipts heavily enough.

SALES for December delivery might be a safe deal, but some Western shippers will hesitate even to take this risk. Altho some succeed in obtaining a car occasionally, they have no assurance that their grain will arrive in the East before spring.

CARS at \$25.00 a piece? Think of it. This is the premium offered for cars for prompt loading on eastern roads in Chicago recently. In fact 52½ cents was bid for corn for prompt shipment to Baltimore, while only 50 cents was bid for March shipment.

ST. LOUIS receivers have succeeded in having the \$2 reconsignment charge levied on grain shipped to that market and reconsigned, revoked. It is wonderful how many different excuses carriers can devise for bleeding shippers when they think shippers will pay.

"IT DOES NOT make much difference to you what the rate is if other persons have the same rate," so said Mr. Alder in his address at Indianapolis recently, and what grain shipper will not agree with him. Probably no one save the shipper who is favored with a lower rate.

A CONSULAR system which is used primarily to reward political workers is not likely to effect a rapid extension of our foreign trade. And Congress can not be expected to make any change until merchants interested in our export trade make positive demands for improvement.

TOO many elevators at a station foster fights and very narrow margins if any. Two elevators at any station is enough, and many traffic officials recognizing the disadvantages of too many refuse sites to more. Where sites for only two are granted better and larger houses are erected and kept open the year around.

ST. LOUIS Merchant's Exchange weights are disinterested public weights. Insist upon having your grain weighed by the Merchants Exchange Weighing Bureau when shipping to that market and thereby get credit for all the grain in your car and assist the Merchant's Exchange in correcting the short weight trouble in that market.

THE GENERAL managers of western railways are now favoring a demurrage charge of \$5 per car after first day. If they are anxious to kill this jug-handled scheme for extortion, they should insist upon \$10 for each twenty-four hours car is delayed by shipper or receiver. Shippers are pretty easy, but we imagine they would kick a little.

VOLUNTARY bankruptcy petitions have not decreased near as rapidly as was expected, and investigation seems to indicate that the law is being used by many to defraud their creditors. A bill is now pending in Congress which provides for several needed amendments to the law, but other loop-holes for debtors have already been discovered.

KANSAS has a new dictator in the grain trade in the person of Chief Inspector B. J. Northrup, who, after inviting different commercial bodies to send representative grain men to assist in establishing Kansas grades for the ensuing

year, snubbed the organizations and their representatives by refusing to give due consideration to suggestions made.

THE UNITED STATES Department of Agriculture has recently issued from its Bureau of Chemistry, Bulletin No. 69, No. 2, in which the compiler alludes to as law, statute forbidding the coloring of grain in Illinois which has been declared unconstitutional. The error no doubt is due to the careless work of some uninformed clerk. It is to be hoped that the department will quickly rectify the error.

STOCK fire insurance companies have refused to pay a loss in Kentucky, because the fire occurred at 11:45 a. m. standard time or 2½ minutes past noon solar time. The policies expired at noon, kind of time not specified. The one sure way to avoid quibbling with stock company adjusters in vain attempts to collect what is rightly due you is to place all your insurance with responsible mutual companies.

THIS Journal does not solicit, nor will it accept advertisements from bucket-shops or members of the so-called "Open Board of Trade." If you must speculate in Chicago place your orders with reputable members of the Chicago Board of Trade, then you are sure to get what you buy or its value. A very few members of the Open Board maintain an office, some have desk room or a letter box in near-by offices, but the majority carry their offices in their hats just like the country scoopers.

PRIVATE inspectors would not seem necessary or desirable by anyone conducting an honest business in a first-class market well provided with official inspectors. Private inspection anywhere cannot be credited with being above suspicion, and it is placed under other difficulties when employed to place value upon grain in a market having a well-organized inspection department. Buyers who accept such inspections place their own interests in jeopardy and encourage fraud and deception.

SEED CORN can be judged only on the ear, hence that is the only way to buy it. When buying shelled seed corn, it is impossible to tell what kind of a crop will result from its planting. The seed corn dealer thrives on present profits, but the country elevator man, who distributes inferior seed corn in his district, not only brings a hardship upon the farmers, but also reduces the quantity and quality of the crop he will have to handle. The elevator man is directly interested in the farmer's having superior seed corn and can afford to sacrifice something to make certain of his getting it.

NO DOCKAGE for future shrinkage is permitted by Milwaukee elevators. The Chamber of Commerce has taken decided action, prohibiting such dockage as dishonest. No one doubts that grain does shrink while in terminal elevators, but no one can justify the attempt of terminal elevator men to force country shippers to make good the shrinkage. Neither is it fair to put this loss upon the public elevator man. Certificates of deposit should be docked a fixed per cent for each month outstanding when canceled, then would the loss due to shrinkage fall where it belongs.

IT is truly remarkable what steps some "commission men" will take in order to get business. To the thinking



man their propositions would of themselves debar all prospective business. For instance, our hay shipments to a certain market have been solicited, by one who evidently does not pay much attention to his lists, at one-half the regular commission prevailing if we will bill direct to the "commission man" and make no draft against the shipment. That may be fair, but shippers who consider such propositions would profit by first investigating the man.

SHIPPERS are seldom worried by the rate of freight on grain, but the unexpected advances in rates rob them of all profit on grain bought or contracted before the advance was announced. If railroads would carry grain in elevators at the old rate then the shipper would have no cause for complaint, but instead of providing empties just before an advance goes into force the railroad companies hid them until the new rates have become established. Shippers submit to the extortion, look cheerful and long for the day when carriers will be limited to two sets of freight rates—summer and winter rates.

CLEANING WHEAT before weighing and its advantages was presented in a very forcible way at the meeting of the Indiana Association. The paper on this subject which is given elsewhere in this number merits not only the careful perusal of every buyer of wheat, but also merits consideration in so far as the adoption of the suggestions made therein might affect the business of everyone engaged in this line. The threshers, who, being paid by the bushel are encouraged to put more and more chaff in the farmer's wheat, do not stop to consider that the grain buyer is expected to accept the stuff as pure wheat.

ACCORDING to the President of the Chicago Great Western Railway, who appeared before the Interstate Commerce Commission last week, the income from a maximum grain train is \$2,343.70, while from a hog train it is but \$1,342.32, and from a cattle train \$1,940.16, and yet stock shippers are paid for broken legs and dead animals and given transportation while the grain dealer, altho he provides freight depot for bulk grain at his own expense is given neither transportation, storage nor loading fee, and he waits for cars sometimes until his grain gets hot or rots. He does not mind discrimination.

WISCONSIN AND NORTH DAKOTA politicians are working to foist another inspection upon the grain trade of the Northwest, which will add to the confusion and not improve the grading of any grain. The proposed Wisconsin department may grade rejected wheat No. 1 Hard without increasing its value, or the price it will command in the open market. Such flattery might please the North Dakota grower, but do him no good. The grain dealers of the Badger state will always regret the day the politicians get control of grain inspection in that state. If they had a strong, active state association they might prevent the enactment of laws providing for this needless burden.

CO-OPERATIVE schemers of the different sections of the country, who are adopting nine hundred different plans for bleeding the credulous farmer thru sympathy for him, will not find much

consolation in the acknowledgment of failure recently issued by Walter Vrooman and the other promoters of the Western Co-operative Association. It will be about the same with the other co-operative schemes. One or two annual shake-downs will show who are the real profitters and then the suckers will begin to run. The very fact that each state has from one to ten different schemers promoting various plans for inducing farmers to co-operate against imaginary enemies is enough to insure the failure of all.

IN this number will be found a most excellent paper by Mr. Bash on the "Relative Dependency of the Miller, the Grain Dealer and the Farmer," which was delivered at the annual meeting of the Indiana Grain Dealers Association. We do not remember that the subject has ever been treated so carefully or well at any preceding meeting of grain dealers. It is a fair and truthful statement of the relations of the three which cannot be read by one of either class without giving him more toleration for the other two. The farmer, the miller or the elevator man who is guided solely and always by selfish interests must expect to find much selfishness in the others, but he who is willing to give and take will always have a broader and fairer view of existing conditions and be better satisfied in all his relations.

FOR some unexplainable reason the Illinois Central Railroad has made an earnest attempt to ingratiate itself with all regular grain shippers. This railroad, which depends largely on grain shippers for its business has filed complaints with the Illinois Railroad and Warehouse Commission that have resulted in twenty-one dealers of the state being summoned to appear before the Railroad and Warehouse commission in answer to a complaint charging them with illegally combining to restrain the grain trade of the state. Everyone identified with association work knows that it is folly even to attempt to prove such charges for the very good reason that there is no combination. Each member of every association is left free to do as his own wishes and interest dictate.

RECIPROCAL demurrage is one of the reforms now sought by the Railroad Committee of the Indiana Grain Dealers Association. And why not have demurrage reciprocal? The delays of the last year by the railroad companies have been a thousand times worse than the delays by the shippers and receivers. The shrewd freight man who imported the jug-handled demurrage rule now in force from Europe, must have expected that shippers would ultimately discover that the original demurrage rules used in Europe are reciprocal. They should be so everywhere. If the pendulum of unfair dealing is pushed too far out on the railroad side, the railroads must expect that the shippers will eventually rise up and push it far out on the other side. Each injustice thrust upon the shipper invokes others and greater ones upon the carriers.

SHIPPERS who have sold grain for eastern delivery do not find much comfort in the fact that several of the trunk lines have refused to accept any grain at Chicago for transportation east. If the railroads succeed in giving a little

more evidence of their incompetency to handle the present business of the country, shippers will be justified in applying for the cancellation of their charters. It has been presumed that business would be promoted and fostered by transportation companies, not stifled and prohibited as at present. It seems that the railroads have given all their time, energy and best thought to refunding and reorganizing in order to get more water into their stock; and have ignored entirely the demand for improvement in their rolling stock and motive power as well as reformation of their ancient methods of handling freight.

TRACK SCALES at country stations, or in fact at any other station, from which 50,000 bushels of grain has been shipped annually are not desirable from the grain shipper's point of view, for the very good reason that track scales are never reliable unless under the vigilant eye of a scale expert and well guarded. Illinois has such a law on its statute books, yet it has never been enforced but once, and then more thru spite work than thru a desire for correct weights. The railroad companies will not install such scales at every station as required by the statute, and the grain shipper is not in a position where he can consider it good policy to insist upon the enforcement of the law. Then, too, the carriers would not use them except in weighing shipments of grain originating and terminating within the state. Shipments from one state to another are clearly interstate commerce and beyond the jurisdiction of the state legislatures.

•WISCONSIN politicians, in hope of securing legislation favorable to the establishment of a political grain inspection department in their state, have tacked North Dakota on to the name of their inspection with a hyphen, in hope of magnifying the importance of the move and prejudicing North Dakota shippers against Minnesota inspection. The Wisconsin politicians have even gone to the extreme of sending a lobby to the North Dakota legislature. What they expect to gain by such a move is beyond comprehension. The North Dakota legislature might pass laws bearing on Wisconsin inspection from now till doomsday and still have no influence with the grain shippers of North Dakota. The grain trade has long been cursed by too many inspection departments, and by too great a variety of rules and inspections. The trade of Wisconsin will not be fostered or promoted by the establishment of a political inspection department in that state, and the sooner the members of the grain trade rise up and emphatically inform the politicians that they will tolerate no interference with their business the better it will be for them.

RE-INSPECTING grain in Kansas City after its arrival at mill or elevator is meeting with considerable opposition from Nebraska as well as Kansas shippers, and rightly so. In the principal central markets no discrimination of this character is made in favor of elevator operators or anyone else. All buyers are placed upon the same footing and must reject a purchase, if at all, before noon of the following day. This gives ample time for re-inspecting and sampling of car, and should suffice to determine the quality and condition of the grain. If it gets out of condition there-



after then it is at the buyer's risk. Several years ago elevator men of another market attempt to insist on re-inspection after arrival at elevator. Several cars were kept just outside of elevator until they did get out of condition, and inspectors did declare the grain rejected, but in their greedy haste to establish the practice as a custom they overreached themselves and the emphasis with which protests were filed thwarted their purpose. It is enough in these days of inferior transportation facilities that the shipper should guarantee the condition of the grain until noon of the day following sale. The Nebraska Association at its meeting in Omaha last week appointed a committee to visit Kansas City and use its influence to secure a change of the rules. The sentiment on the Kansas City Board of Trade is also against this part of the rule and no doubt the board of directors of the Kansas City Board of Trade will decide at the meeting this week to submit an amendment to the members.

NEW PHRASES intended to meet the wants of the trade in the new condition of shipping facilities; or, rather, in what now has become an old condition, are sufficiently ambiguous to result in many misunderstandings and disputes. Our New York correspondent calls attention to one phrase especially which seems to admit of various meanings and is given different explanations by different parties at interest which are in direct conflict. The phrase referred to is "Prompt, but subject to transfer delay." If any dealer can prove exactly what this means we will be glad to submit his opinion and diagram to our readers. In the present congestion of transportation facilities it is folly for any one to guarantee delivery or shipment unless he has the cars on track or in transit, in which case he might be safe in contracting for shipment within some specified time. Deliveries seem as uncertain as ever, and reports of the arrival are now reaching us of some cars which have been out, two, three and four months, until both shipper and buyer had almost forgotten of the existence of the grain. The interest on the money tied up in grain delayed at initial point and in transit by the railroad companies amounts to much more than the interest on a sum necessary to provide these same roads with cars and sufficient motive power to take care of the business of the country. Who pay, whether they will or not, for the maladministration of the country's railroads? The shippers, and inasmuch as they are forced to stand this expense, it seems high time that they take some action and compel carriers to provide proper facilities or forfeit their charters.

The exports of rice for the part of the year prior to Dec. 1, as reported by O. P. Austin, chief of the bureau of statistics, amounted to 483,448 pounds, compared with 502,974 pounds for the same period of 1901.

The public lands are the greatest asset of the national government. The evil consequences to the people resulting from their loss are far more serious than would follow the loss of money. Unless the Desert Land Act and the Commutation Clause of the Homestead Act are repealed in this session of Congress over twenty million acres of the public lands will be practically stolen by speculators within the next year.—Geo. H. Maxwell.

## Against Repeal of Illinois Law Prohibiting Trading in Privileges.

In a recent interview on the proposed attempt to repeal the Illinois law prohibiting dealing in "privileges" Ex-President W. S. Warren of the Chicago Board of Trade said:

I have heard the reports in circulation that an effort is to be made in the present legislature of Illinois to repeal the statute prohibiting dealing in so-called "puts" and "calls."

Some of these reports are that a large sum of money has been subscribed for the purpose of "influencing" this proposed action on the part of the legislature. If anything of this sort is done I sincerely hope that it will not be laid at the door of the Board of Trade. The Board of Trade has on several different occasions rendered its verdict on the merits of the "put" and "call" question in no uncertain way, in each case by an overwhelming majority at the polls.

There is a very small, but exceedingly aggressive minority which has never been and is not now satisfied to stand loyally with the majority upon this proposition, and it is this small minority which has embarked upon this movement to repeal the law, after having failed in an effort to have it declared unconstitutional by the Supreme Court of the United States.

Apart from any question of loyalty to the organization by its members, and apart from any question of the merits of this anti-privilege law, it is to be hoped that any efforts of any kind to restore "put" and "call" trading will not succeed. "Puts" and "calls," in my judgment, are gambling per se, and smack of bucketshop methods rather than of commercial transactions. They are beneath the dignity of any well-ordered, bona fide commercial exchange. Apart from all other considerations, the effect of dealings of this class upon the market is baneful. They build up a stone wall every day in the year on either side of the market, restricting natural market movements, driving out genuine speculation and bringing in its place only a lot of "pikers," such as can be seen hanging about the bucketshops in any city in the country.

This class of dealing is open to one of the same objections that bucketshops are—viz., that it segregates the only vulnerable department of the grain business, reduces it to a minimum and makes it possible for any one with a \$5.00 note to bet upon what the quotation will be the next day.

I do not believe the Board of Trade as an organization will ever turn from its present attitude on this question, and I do not believe the repeal of the law will ever be possible by fair means.

Breadstuffs imported into the Philippine Islands during the eleven months ending June 1 included 46,412 bushels of barley, 298 bushels of corn and 9,122 bushels of oats, compared with 20,606 bushels of barley, 44 bushels of corn and 1,524 bushels of oats imported during the corresponding period of 1900-1.

Oats growers need not fear that horses will disappear on account of the increasing popularity of the automobile. We are importing nearly 50 per cent more horses for breeding purposes than we were three years ago, and the domestic demand for horses of all classes is so heavy that the exports have declined 25 per cent since 1900.

## LETTERS FROM THE TRADE

### IN FAVOR OF PUTS AND CALLS.

Grain Dealers Journal: We were very much opposed to such trading originally, but we now find such trading is done in Milwaukee, Minneapolis and Kansas City, and we feel that it is building up such outside markets to the detriment of Chicago and are in favor of the amendment to such law.—W. A. Fraser Co., Chicago.

### LEGALIZING PRIVILEGES WOULD BE STEP BACKWARD.

Grain Dealers Journal: Legalizing trade in puts and calls, we think, would be a decided step backward. To us it seems like an unnatural way of trading; practically nothing of the kind is indulged in in other commercial lines and the main demand for the amendment of the state law against such trading comes from people doing a purely speculative business, whose operations are of such a character as to bring upon the Board of Trade the reproach of many members of the community of being a big gambling institution. We are in close touch with handlers of cash grain, especially with the dealers throughout this state, and we have yet to learn of any one in this branch of the trade who seeks the reinauguration of the trading privileges, but we know of many who are greatly opposed to it. This indicates to us that the trading in puts and calls is of no necessity or benefit to what is known as the legitimate or commercial branch of the trade, and in our own opinion it is a decided hindrance, as it tends to unnaturally check the market and practically means the establishment of curb trading, which for many reasons is very undesirable.—Van Ness & Wilson, Chicago.

### THE OATS CORNER DECISION.

Grain Dealers Journal: There has been so much confusion in the press reports as to the meaning of the decision of the Appellate Court in the cases relating to the corner in oats in July last, that an exact statement of the decision should be made, which is as follows:

1. Any contract made under the rules of the Board of Trade for future delivery can be settled at the actual and legitimate value of the article dealt in at the time of delivery, and need not be settled at any price fixed by any corner that may be then in existence.
2. The running of a corner is a crime and parties who are not running the corner or actively engaged in it cannot take advantage of a corner run by others and enforce a settlement at corner prices.
3. Courts of equity have full power to enjoin the settlement of trades at corner prices, and can ascertain the legitimate price for consumptive purposes and enforce a settlement at the legitimate price.

It is therefore apparent, that the law as laid down by the Appellate Court applies to parties buying or selling through brokers on the board, just as much as to the brokers themselves, and when brokers learn that they cannot close out the deals of their principals at corner prices, because the principals will have the right to prevent such action, the backbone of the cornering element on the Board of Trade will be broken, because parties outside the Board will be able to sue their



brokers and recover through the Courts the difference between the legitimate value of the fictitious corner price at which their trades were closed and without their instructions.

The Board of Trade will be compelled, as a measure of protection to its own members doing a brokerage business, to amend its rules and methods and bring them into line with the laws of the State and the decisions of the Courts and prohibit further violations of the Criminal Statutes on the Exchange. Very truly, Waite, Thorburn & Co., Chicago, Ill.

#### LEGALIZING PUTS AND CALLS.

Grain Dealers Journal: I am of the opinion that legalizing "puts and calls" would increase the trade among professional speculators. But I also believe that at times they have an undue influence against the price of grain; and for that reason I am not in favor of any change in the law. Geo. H. Phillips, Chicago.

#### FAVOR HONEST BUILDERS.

Grain Dealers Journal: The way grain dealers in this territory have been swindled by pretended elevator builders has made them suspicious. We cannot seem to convince them that we are honest and do exactly as we agree to do and give them honest elevators at honest prices.

We can't blame them much, but they might at least give us a trial.

Under such conditions would not we be justified in organizing farmers' elevators and doing their business? I believe we are. We can do it.—Elevator Builder.

#### NEW ENGLAND DEALERS SHOULD ORGANIZE.

Grain Dealers Journal: The disadvantages under which the retail grain dealers of New England have been working in the absence of any effective means to compel other dealers to adhere to fair business methods have long been felt by the trade.

Altho numbering probably over 2,000 the retail dealers have never united over any considerable area to reform the abuses that have crept into the trade. In very few towns have they had any understanding between themselves as to uniformity of rules regarding credits, bags and weights. The wholesale dealers, many of them, are members of one of the commercial exchanges, but the great body of dealers is without organization.

In many of the smaller towns the local grain dealer is the principal business man of the place, and frequently distributes coal and building materials. This business, which in the aggregate amounts to millions in values, is without coherency or united action. This is not because of any lack of intelligence or enterprise on the part of the retailers; but each human effort has to have its beginning.

The advantages of a strong New England Grain Dealers Association are well known to every dealer; but a few of the many are here suggested.

Uniformity of trade rules regarding credits, bags and weights.

Establishment of a reasonable margin of profit on grain handled.

Encouragement of reputable dealing, and the elimination of unmercantile conduct.

Co-operative insurance.

Regular gatherings of the trade at convenient points for conference and ac-

quaintanceship, to bring out helpful suggestions as to construction of grain and feed buildings, accounts and general business methods.

Affiliation with the Grain Dealers National Association to participate in its manifest benefits and share in its wise trade rules and regulations, and arbitration of differences between members, avoiding expensive and vexatious lawsuits.

A movement is on foot for such an organization, and a notice of the time and place of a preliminary meeting will be sent to those who will send their name and address. Geo. F. Reed, 202 Chamber of Commerce, Boston, Mass.

#### WANT SAME PRIVILEGE AS OTHER MARKETS.

Grain Dealers Journal: We do not do anything in "puts and calls," and have not given the matter any thought. We understand that there is a state law against them, which has been a "dead letter." As far as we are concerned, we think that they hold the market either way, to a great extent, but if other exchanges are permitting their members to trade in them we think that we should have the same privilege, as our being prohibited from trading in them has undoubtedly driven a great deal of trade from our market.—Warner & Wilbur, Chicago.

#### PROPER DRYING OF CORN NOT DETECTABLE.

Grain Dealers Journal: The recent interesting controversy over the merits of kiln-dried corn, before the Warehouse Commission, brings to light considerable ignorance of, and prejudice against the process of drying this cereal. The method employed by the large elevator concerns engaged in the drying of corn is as follows:

The corn is placed in layers of four to six inches in depth and air, drawn thru steam coils and warmed to 140 to 190 degrees, is blown thru the corn for a period of twenty to forty minutes. The evaporation of the moisture in the corn causes the grain to remain cool, and it never is brought to the temperature of the air passed thru it.

When dried to a condition in which about ten per cent of water remains in the grain, a current of cold air is blown thru the layers until the corn is thoroughly cold and fit for storing.

The whole process takes from 30 to 60 minutes, during which time the excess moisture is expelled, germination and fermentation are arrested, odors are dispelled, and the grain is left in a sweet and merchantable condition.

It was claimed in the controversy mentioned that the process expels the oil, kills the germ, affects the starch content, and reduces the nutriment; claims which in no case were supported by proof. On the contrary, the writer produced, in reply, samples of the identical corn on which the complaint resulting in this hearing was made, which he had subjected to moisture for 60 hours only, and a large per cent of the grains were germinated and showed robust growth.

In behalf of those opposed to artificial drying, it may be said that at times corn is passed thru driers of a quality too poor to grade No. 2 in any condition, and overdried for the purpose of absorbing the excess water from a quantity of damp corn mixed with it after drying.

Such use of the drier is to be depre-

cated, and it lies within the power of the inspection department to make it unprofitable.

But the proper use of the drier is legitimate, profitable and necessary, and effects a saving of many thousands of dollars. If good corn only is taken for drying, and dried slowly at a proper heat, say 125 to 150 degrees, and the mixing after drying cut out, the strength of the grain for handling will be unimpaired, the appearance and natural qualities unaffected and the value will be much enhanced.

If those operating driers will treat corn in this way, their product cannot be distinguished from naturally dried grain, their profits will be ample—and no reasonable critic will object to the practice. Geo. H. Hess, Jr., Chicago.

#### FAVORS PRIVILEGE TRADING.

Grain Dealers Journal: Referring to our views regards puts and calls, will say for several reasons we favor same—viz., there are any number of large traders who have been in the habit for years past of trading in privileges, who are now and have been ever since Chicago Board of Trade stopped it, sending their privilege orders to other markets. This we know to be a fact, and if privilege trading was permitted on our Board it would undoubtedly cause a good deal of this trade to come back to Chicago. While it may confine the trading to a certain extent between the privilege prices, it will, nevertheless, we believe, cause a big increase in our privilege trade here, and that is something we have got to do for outside trade has fallen off very much. Another advantage we believe puts and calls would be to the local trade, as well as the outsider, their ability to stop their losses. In other words, an insurance against loss above or below a certain figure, the same as any other insurance taken out. As you can make investments of this kind in real estate and other matters, why should we not be able to make them in grain? We firmly believe in doing all possible to increase trade on the Board, whether cash or futures, and therefore are strongly in favor of repeal of the present law prohibiting the trading in puts and calls.—W. R. Mumford Co., Chicago.

#### BEARS ARE VICIOUS FIGHTERS.

Grain Dealers Journal: Immense capital is required to successfully force the bear element in the grain trade to pay tribute to a bull. In the first place, there should be accumulated, at a price at which the consumer is willing to buy, a quantity of grain which will represent, beyond question of doubt, double the amount of contract grain possible to be delivered. Conservative operations, after this has been accomplished, will keep the market within safe bounds until the deliveries are sufficiently well taken care of to warrant the moving of the price to a point where shorts will take the market.

The banking interests generally demand a greater margin from houses not in the regular cash grain business than from regular handlers of grain and grain receipts. The amount of these margins should be definitely determined before contracts have matured. The amount to be delivered should be overestimated rather than underestimated, as should the possible declines in the market forced by the bears, who are vicious fighters.

These things given proper attention, it resolves itself into a battle of dollars.

[Continued on Page 77.]



## ASKED AND ANSWERED

### RESCISSION OF SALE.

Grain Dealers Journal: If the car was shipped on consignment and consignee sold it in good faith to what seemed to him best advantage of shipper, for a delivery which he might reasonably have expected could be made; and if he exercised due diligence in application to railroad company to effect delivery, and non-delivery was through no fault of his, we should say consignee was not liable for loss resulting from decline in market value of the grain, but that the loss should be borne by the shipper or by the railroad company if negligence on their part could be shown.—Gill & Fisher, Limited, Baltimore, Md.

Grain Dealers Journal: It does not seem as though the case is properly stated; that there seems to be something to follow to make it more than a one-sided case. We infer that the grain had been sold by the shipper before arriving at its destination. If this be true, there is no question in our minds that the shipper's liability ceased when the grain inspected "up-to-grade." No loss was sustained through any neglect or fault on the part of the shipper. In our opinion the principle would apply if the second party was a commission man in selling the grain to the third party, provided the sale to the third party was unconditional, which seems to have been the case. The fact that the railroad company failed to deliver the car promptly does not justify the third party in repudiating the purchase. He assumed all liability when he bought the grain.—Freemire & Swan, Minneapolis, Minn.

Grain Dealers Journal: Under our rules all grain is sold by sample and grade and is subject to reinspection. If, upon reinspection, the grade is changed to a lower one, the buyer is obliged to accept the lower grade grain at the market difference between the grade bought and the grade established on reinspection, the date of original sale. If the grain is bought for shipment the buyer must either accept or reject it by 12 o'clock the following day, but if ordered to an elevator or warehouse the buyer has a right to call for reinspection within 24 hours after the grain is placed on the elevator or warehouse track.

We suppose that, in a case where the grain deteriorated from the time it was bought and delivered to the elevator track, if the delay was an unreasonable one the transportation line would be liable for the loss. The buyer, however, in no case under our rules, is liable for the loss on account of deterioration.—Geo. A. Adams Grain Co., Kansas City, Mo.

Grain Dealers Journal: If the shipper sold the grain outright to the merchant in this or any other market, and the car was inspected up to grade and received by buyer, that should end the responsibility, so far as the shipper was concerned. What we do not understand is why the merchant, if he had bought the grain outright from the shipper, should deem it necessary to report it sold and send confirmation. All that would be necessary for him to do would be to report the arrival of the car and say that he applied same on the sale by the shipper. If this is the case, as we understand it, if by reason of the delay of the railroad company to place the car, the buyer was unable to fill his contract to

the party to whom he sold the car, it would be a matter between him and the railroad company. We base our opinion on the proposition that the grain mentioned was a direct sale by the shipper to the party who received it.

On the other hand, if the shipment referred to was a simple consignment to be sold on the market, this might probably put a different phase on the matter.—D. R. Francis & Bro. Commission Co., St. Louis, Mo.

### MEANING OF "IMMEDIATE SHIPMENT?"

Grain Dealers Journal: In reply to "Interior Buyers," we will say that "immediate shipment" and "ship immediately" mean the same in this market, and that is, immediately, not quick shipment or prompt shipment, or as soon as can get cars. When making a sale of this kind the seller is supposed to have the car or cars ready to load.

Inability to get cars does not relieve the shipper of liability for loss to buyer, occasioned by non-delivery in the time specified. If not shipped in time it gives the buyer the right to cancel, buy in for the seller's account or extend the time of shipment or delivery at market difference.

For illustration, supposing we bought from John Jones 10,000 bushels of corn for January shipment and sold it immediately to John Smith at the same terms. In the meantime the market goes up 3 or 4 cents. John Smith would hold us for the corn and we would have to settle with him at the advance. Why should we not hold John Jones, even if he was not able to get cars? When he sold the corn he assumed the risk of not getting cars, and he is the one to pay for that risk. We have paid differences of this kind and think it all right.—Cooper & Oddy, Indianapolis, Ind.

Grain Dealers Journal: Our rules provide for immediate shipment or delivery, which means shipment or delivery within five days; and prompt shipment or delivery, within ten days. A large portion of the business from this country is in carlots, and usually such sales are made, shipment as soon as possible. Buyers frequently take advantage of delayed shipments on declining markets.—B. F. Hargis Grain Co., Kansas City, Mo.

Grain Dealers Journal: The members of our grain exchange when offering use the word spot, meaning track Pittsburg, ready for rebilling or switching and five and ten days, which stuff must be on track not later than these different specified times, otherwise a settlement is made on market difference when the time limit is up.

Immediate shipment and ship immediately, we take to mean one and the same thing, and would certainly mean stuff loaded and ready to forward.

Inability to get cars within a specified time, we consider does not relieve seller from liability to the buyer for loss occasioned for non-delivery, as in this event it would be very easy for shippers to make contracts void on every advance in the market. We have never known such an excuse to hold.—Austen Bros., Pittsburg, Pa.

Grain Dealers Journal: We always name the days or time in the month that grain must be shipped or received; namely, 5 days, 10 days, 15 days, 20 days or the first half of the month, last half of the month or the month. With us the terms "Immediate shipment," and "ship immediately," are synonymous and mean

what they say. The time limit is indefinite, but we have always considered that shipments made within three or five days would apply. When we buy from country shippers delivered or loaded, their track within a specified time, the inability on their part to obtain cars is their loss.—Ballard, Messmore & Co., St. Louis, Mo.

Grain Dealers Journal: We can't see and difference between terms. It might depend in what connections the phrase is used. In making an offer or accepting, where goods were to be shipped at once, the phrase "immediate shipment" would be the fittest to use. The phrase "ship immediately" is more like for use when one person gives an order to another to ship at once.

Section 8 of by-law 18 defining trade terms of the Winnipeg Grain & Produce Exchange is "Immediate shipment shall be considered any time within 5 days, inclusive." Section 9 "Immediate delivery shall mean delivery, by means of proper documents, on the same business day that sale is made."

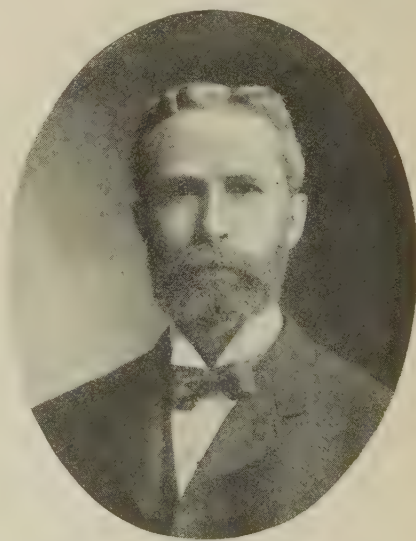
Inability to get cars to ship property within specified time would not relieve seller of loss occasioned to buyer. It is a risk the seller takes, if he sells goods for shipment from a given point or points, within a definite time limit. Thompson, Sons & Co., Winnipeg, Man.

The Treasury Department has ruled that other wheat may be ground in a bonded mill, in which case the entire output of the mill must be exported.

### Reuben G. Chandler.

On Jan. 5 R. G. Chandler was elected president of the Chicago Board of Trade to succeed W. S. Warren, who declined a re-election.

In his inaugural address to the members Mr. Chandler said: "It shall be my purpose, so far as my personal efforts may avail, to rigidly maintain the com-



R. G. Chandler,  
President Chicago Board of Trade.

mission rule, to zealously defend our right to control our quotations, and to pursue without ceasing the efforts now in progress to suppress bucketshops, wherever they exist."

Mr. Chandler, whose likeness is shown herewith, is a man who has the respect and good will of the members and who will be able to carry on the good work of the Warren administration.



### Notes on the Indiana Meeting.

The annual meeting of the Indiana Grain Dealers Association, a report of which was published in the Grain Dealers Journal for Jan. 10, was the most suc-

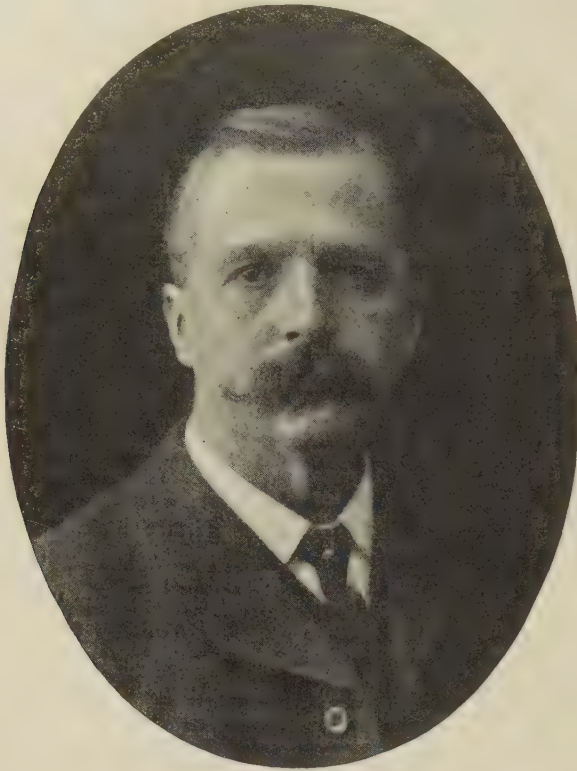
W. Wagner, was the only one from Chicago.

After the first session President Wolcott was unable to get away from the state house.

N. A. Grabill of Daleville and H. C.

Committee was the most successful social event of the Association's existence. Several good singers and musicians contributed to the entertaining and all enjoyed the hour. A light lunch was served and cigars were provided for all.

Those in attendance from Indiana: I. A. Adams, Bunkerhill; W. H. Aiman, Pendleton; W. W. Alder, LaFayette; Robt. Alexander, Buck Creek; J. P. Allen, Wheatland; R. L. Barnard, Greenfield; O. B. Bailey, Wanatah; C. M. Barlow, Kokomo; R. W. Barr, Chalmers; C. E. Bash, Huntington; C. S. Bash, Ft. Wayne; Robert Bell, LaFayette; R. C. Bertchin, Winthrop; A. E. Betts, Forest; A. Boling, Adams; J. M. Brafford, Winamac; Jno. Brodie, Valparaiso; J. W. Buckingham, Morristown; H. J. Caldwell, Earl Park; E. L. Carroll, Decatur; W. E. Christy, Amo; H. C. Clark, Colfax; A. B. Cohee, Frankfort; H. L. Combs, So. Whitney; M. L. Conley, Frankfort; W. B. Cooley, Hartford City; B. F. Crabbs, Crawfordsville; R. L. Crowell, Columbia City; F. C. Davis, Swayzee; G. G. Davis, Sharpville; J. C. Deweese, West Middletown; W. T. Davis, Coatesville; Frank Dickson, Whiteland; C. G. Egly, Berne; J. O. Finch, Clarksville; W. Fink, Mt. Comfort; F. B. Fox, Tipton; Mr. Fralich, New Palestine; Will Foresman, West Point; W. S. Fries, Greenfield; H. M. Freeman, Sims; E. Gantner, Fortville; Aaron Gardner, Cottage Grove; P. E. Goodrich, Winchester; J. C. Gordon, Argos; J. N. Gordon, Summitville; O. C. Gordon, Summitville; Aquilla Grist, Mohawk; T. B. Graham, Washington; Paul Hagen, Fortville; H. G. Harting, Elwood; J. S. Hazelrigg, Cambridge City; J. S. Henry, Wingate; Logan Henshaw, New Castle; J. C. Hite, Peru; John



A. E. Reynolds, Crawfordsville, Ind.,  
President Indiana Grain Dealers' Asso.

cessful meeting ever held by the dealers of the Hoosier state.

The Grain Dealers National Mutual Fire Insurance Co. was represented by C. A. McCotter, secretary; J. J. Fitzgerald and Louis R. Doud, inspectors.

W. W. Beatty represented R. S. McCague of Pittsburg, Pa.

Teeter of Hagerstown, Ind., represented the elevator building fraternity.

Buffalo was represented by T. J. Stafer, with W. W. Alder, and F. G. Winter, with Henry S. Guthrie.

Secretary Sampson's report of the growth of the association was a pleasing surprise to the members in attendance.

A. S. Garman, Akron, O., of Huntley Mfg. Co., W. H. Graber of Richmond City Mill Works, T. M. Van Horn of Mitchell-Parks Mfg. Co., St. Louis, were the machinery men present.

Fred N. Hicks, Monon; L. J. Baker, West Shore Line, and C. A. Lucas of Lackawanna Line represented the railroad interests at the meeting.

Ohio was represented by J. W. McCord of McCord & Kelley, and T. R. Herr of the Columbus Grain & Elevator Co., Columbus; A. G. McDill, College Corner, and J. D. Watkins, Cleveland.

M. A. Donner of The Durant & Elmore Co., Albany, N. Y., was present during the meeting. He is busily engaged tracing cars of corn, which seem to require five and six weeks to reach destination.

The good looking Toledo gentlemen were out in force. E. H. Culver, Chief Grain Inspector; Harry Cuddeback of W. A. Rundell & Co.; Arthur B. Emmick of Worts & Emmick; J. Hodge and J. A. Rice of Paddock-Hodge Co.; Abner Guitteau of W. H. Morehouse & Co.; F. W. Jaeger of J. F. Zahm & Co.; C. Knox of Reynolds Bros., and D. E. Parsons, C. A. King & Co.

The Indianapolis dealers were unable to be present at all sessions owing to distance from hotel to Board of Trade, but the spirit of welcome was felt every minute. The entertainment given the visitors Friday evening by the Board of Trade



J. M. Brafford, Winamac, Ind.,  
Director Indiana Grain Dealers' Asso.

Howell, Cammack; O. P. Hurd, Logansport; E. Hutchinson, Arlington; H. Kerlin, Delphi; D. A. Lawson, Pine Village; Ed. Lee, Mellott; W. J. Lee, Kempton; C. A. Lemert, Teegarden; C. M. Lemon, Bedford; Cloyd Loughry; H. A. Martin, Arlington; W. D. Magill, Portland; J. W. McCordle, New Richmond; J. A. McComas, Gilman; John S. McDonald, Albany; R. T. Messenger, LaPorte; C. S. Miller, Elwood; J. B. Miller, Muncie; John Millikan, Blountsville; J. E. Morrison, Lebanon; Tom Morrison, Kokomo; J. A. Mouch, Moreland; H. Murray, New Waverly; Jacob Myers, Francesville; C.



Hon. H. J. Caldwell, Earl Park, Ind.,  
Director Indiana Grain Dealers' Asso.

Two gentlemen from Illinois—Chas. B. Appleby, Casey; O. G. Smith, Sheldon.

The acoustic properties of the meeting hall resisted all efforts of the speakers.

Andy Kuhl of G. A. Hax & Co., Baltimore, was at the meeting. Enough said.

Mr. W. M. Hirsch, representing E.



E. Nichols, Lowell; J. T. Nixon, Winthrop; B. Noftzger, Rochester; E. W. Phares, Tipton; W. H. H. Quick, Anderson; A. E. Reynolds, Crawfordsville; C. B. Riley, Rushville; J. F. Roadman, Attica; C. E. Robinson, Medaryville; John Ross, LaFayette; T. J. Ryan, Delphi; J. W. Sale, Bluffton; H. C. Searce, Mooresville; J. L. Schalk, Anderson; D. Scheidetter, Woodburn; J. C. Sellers, Darlington; C. F. Seward, Kokomo; Charles Sharp, Cambria; J. K. Slack, Muncie; J. P. Shoemaker, Daleville; A. Smith, Sheridan; J. J. Snodgrass, Hillisburg; G. W. Sowerwine, Wilkinson; E. K. Sowash, Middletown; R. S. Stall, Thorntown; H. M. Stehman, Cicero; J. H. Stewart, Manson; E. S. Summers, Ambia; Bennett Taylor, So. Raub; L. Thistlethwaite, Sheridan; Ben. C. Thomas, Columbus; D. L. Thompson, Dayton; J. J. Thompson, Lizton; O. J. Thompson, Kokomo; B. E. Thornburgh, Martinsville; Geo. W. Topping, Brooklyn; C. W. Tuttle, Columbia City; M. B. Vannice, Danville; E. M. Wasmuth, Roanoke; A. L. Wheeler, Mooresville; T. B. Wilkinson, Knightstown; Geo. C. Wood, Windfall.

### Hearing on Proposed Grade of Kiln-Dried Corn at Chicago.

To obtain the views of the grain trade on the advisability of establishing a grade of corn to be known as kiln-dried corn the Illinois Railroad & Warehouse Commissioners on the afternoon of Jan. 23 held a hearing at its Chicago offices.

About 40 gentlemen identified with the trade as elevator men, receivers, country shippers, consumers and drier builders were present.

In the absence of Commissioner Neville, who telegraphed that the illness of his daughter detained him, it was decided not to take final action at this time.

J. J. Bryant of Chicago, who had brot the matter of a new grade to the attention of the commission, was asked to state his views, and said: As there are no provision under the rules of the inspection department for a grade of kiln-dried corn, grain that was unsound, with the germ killed and badly broken in handling, was tendered upon contracts for No. 2. The buyer has no remedy but to appeal to the committee, on every car or cargo, which is very expensive.

Mr. Bryant exhibited a sample of kiln-dried corn which had "laid undisturbed in an elevator for 40 days," and contained many kernels that had broken into bits.

Jos. P. Griffin, representing probably the largest consumer of corn in Chicago, the Glucose Sugar Refining Co., corroborated Mr. Bryant's remarks on the poor quality of the kiln-dried product, and further stated that his company has not for two years used any kiln-dried corn. Prior to this time the company had experience with the kiln-dried article on several occasions, and found the loss thru breakage and meal was about 12½ per cent. The germ was almost invariably killed on account of too rapid drying; besides there was a chemical change on account of which the full quantity of starch could not be reclaimed. He believed there should be a grade of kiln-dried corn. It was almost impossible to get any oil out of the germ. Examining the sample submitted by Mr. Bryant Mr. Griffin said, it shows a loss of 10 per cent already from breakage, and 25 per cent in other directions. It will never

germinate, and consequently can not be used for seed. It has lost a great many of its properties. The inspection is more rigid in summer than winter. Corn that contains ½ to 1 per cent of excess moisture is graded No. 4 on account of dampness, while the same corn in winter grades No. 3.

M. Walsh, Campus, Ill., made a strong appeal for the protection of the legitimate country dealers in hedging their holdings. There is no difference between corn dried naturally or artificially. An incubator chicken is as good as one hatched by the hen. Damp corn, shelled by the former and dried naturally will break up just as badly as the sample shown. Prohibiting the delivery of kiln-dried corn on contracts will help the cornerers, and injure many thousands of country dealers.

Capt. I. P. Rumsey, Chicago: The shipper of No. 3 corn has no business to sell No. 2. I have seen absolutely perfect corn inspecting No. 4 go into an elevator, be dried and marketed as No. 2. The buyer ought not to be forced to take kiln-dried corn, made by the experts, of whom we have too many.

Wm. Nash: If kiln-dried corn were not deliverable on contract it would be selling at 38 instead of 43 cents per bu.

Mr. Bryant wanted the rule for the guidance of the inspection department and to save the cost of an appeal on each car. The shipper and buyer could know what they are getting by specifying.

Joseph G. Snyder of Richardson & Co. said his firm had long operated a drier to preserve and save grain; and while it did not care to make contract corn, yet if it has to be manufactured, the more skilful the doctors the better the protection to the buyer. He had yet to hear the first complaint of meal in dried corn; and suggested that the rule be allowed to remain as it is.

Geo. Marcy of the Armour Grain Co. thought that it might kill the germ to try to raise the grade from No. 4 to 3, but not when raising No. 3 to No. 2. It cuts no figure whether the corn is dried or not, it will get out of condition during the germinating season. In one case 500,000 to 600,000 bus. which had been passed, got out of condition. During the Phillips deal 50,000 bu. of dried corn from Omaha was tendered to Weare, who submitted it to their chemist, and on his favorable report took that quantity and finally much more of a lot of 300,000 bus. Mr. Bryant's sample has been turned over too many times. Corn must be awful nice to be No. 2. Dried corn properly taken care of makes no trouble; and the trouble comes only during the germinating season. Poor No. 4 dried may not keep, but good selected will. The inspection rule takes care of the difference. Corn that can be dried successfully is coming in every day from Kansas and Nebraska.

Mr. Griffin interposed with the statement that he had yet to see a car with less than 18 per cent of moisture, while in other years he has seen as low as 9 per cent.

Mr. Marcy said drying was resorted to only in cases of emergency, when it acted as a safety valve. His firm was selling kiln-dried No. 3 corn at a premium of 2 to 3 cents over the same grade not dried.

Mr. Snyder offered a chemical analysis which had just been made by the Columbus Food Laboratory. The crude protein in the undried sample was 8.75, while after drying it was 8.66. The dried corn actually contained more oil than

the undried sample of the same corn. Before drying the moisture was 14.66; after drying, 13.96. The chemist reported that the difference between the dried and the undried was practically nil from a chemical standpoint. A germinating test of the same corn was in progress, and already 50 per cent of the kiln-dried corn was growing.

It was suggested that the Warehouse Commission take samples and make its own chemical analysis.

Pleasantries were exchanged between Mr. Bryant and Mr. Snyder that placed hearers in good humor.

Chief Grain Inspector Bidwill declined to express an opinion. He wanted to hear what the trade had to say.

Supervising Inspector Smillie also avoided the question.

Geo. H. Hess, Jr., of the Hess Warming & Ventilating Co., showed a sample which had been rejected as No. 2 by the private inspector, and afterwards passed as No. 2 by the appeals committee, after drying. Mr. Hess also showed a sample of the same corn out of the same bag, which had sprouted after 60 hours in moisture. From another elevator Mr. Hess offered a dried sample, and a sample of the same corn grown. He stated that there seems to be a prejudice not founded on facts.

Mr. Marcy said 1½ to 1¼ per cent moisture had been taken out in drying.

Mr. Griffin: Drying out 1½ per cent should do very little damage, compared to drying 20 per cent. It is a mistake to try to dry corn containing over 16 per cent of moisture. It spoils the corn. The high moisture corn can not be made into No. 2. Corn now contains not less than 17 per cent of moisture.

Mr. Rumsey: We should have a grade for the inspection department. The buyer who has to use the property should know what he is getting.

Mr. Marcy disagreed. It was trouble enough now to get No. 2. A new rule would give the inspector an opportunity to class as kiln-dried, corn that had never been thru a drier. The skin on the outside of a kernel naturally dried might be so drawn that the inspector would call it kiln-dried. We were on dangerous ground.

Mr. Rumsey: If the new grade will change speculation it will be worth millions to the trade.

It was suggested that the Board of Trade make the change, and Mr. Rumsey was asked if he were not a director of that institution. He replied "Thank the Lord I am not; I have retired." [Applause.]

Mr. Snyder: Let us agree to make No. 3 the grade to trade in. People want to speculate in the contract grade. The present rule is only helping a little band of speculators. Make No. 3 regular and contract. No. 2 is an impossible grade.

E. B. Baldwin objected that No. 3 would not stand July and August heat. He would call No. 2 kiln-dried no grade.

With the understanding that no change would be made in the rules for 20 days the hearing was adjourned.

The views of Mr. Hess on drying are given in full in "Letters from the Trade" this number.

An Iowa feeder who bought 160 acres of standing corn to feed his hogs estimated the quantity sufficient to last the entire winter and was greatly surprised when the supply gave out Dec. 1. The corn was all water and did not satisfy.



## Meeting of Missouri Dealers at Chillicothe.

The meeting announced by Secretary Stibbens of the Grain Dealers Union of Southwestern Iowa and Northwestern Missouri was called to order by President D. Hunter of Hamburg, Iowa, at the Leeper House, Chillicothe, Monday, Jan. 19, at 2:08 p. m., who said: "It is not necessary for me to tell you that we are glad to meet you, but we are sorry that you are fewer than were at Moberly. We find here conditions very similar to those existing in Iowa when we organized the Grain Dealers Union."

"Six years ago we organized for protection. Our elevators were in a dilapidated condition and rapidly going to rack and ruin. At the start we had the assistance of many receivers. A few stopped to ask, 'Who are you that ask us to stop bidding scoopers?' but not many. They are still looking for the payment of overdrafts from the irresponsible scoopers. Some of you are going to your neighbors' stations to buy and ship. This is not right nor fair. You cannot expect to dwell in harmony as long as you disregard the rights and interests of your brother dealers."

J. H. Warren, St. Louis: "What President Hunter has said is right. Let us get closer together and know one another. Nearly every morning I go to the office I get drafts without advices or bills of lading from new customers. I do not like to turn down a draft, but what is a man to do? I do not want business from irregular shippers. Let us understand one another, get together, say who is regular. Make rules for yourselves. I consider the man who is in the market every day of the year to buy the farmers' grain a regular dealer. I hope you will take aggressive steps to push the work of the association and extend its influence. It seems that people in Missouri cannot afford to erect an elevator or a warehouse. We want you to say who is regular."

W. G. McDougal called for Mr. McFarlin of Des Moines to explain the conditions existing before the organization of the Iowa association.

M. McFarlin: "I did not come here to make a speech and could not if I did. I have been identified with association work for many years. In 1895 we organized the Central Iowa Grain Dealers Association, but it failed. In 1896 we went to Chicago and with Mr. Clark of the Grain Dealers Journal started the Grain Dealers National Association. Thru the assistance and agitation of the two grain journals, associations have been organized in nearly every state. The trouble in this state is that the dealers do not realize sufficient profits to enable them to build. When they organize they will get living profits and provide better handling and storage facilities and be protected in the enjoyment of their property."

"Being interested in the Missouri Grain Co., we are anxious to see Missouri dealers organize and work together. We believe the state will hereafter raise and ship out more grain, that you will have greater need of an association and of better facilities."

President Hunter explained the position of the union on what constitutes a regular grain dealer in Missouri to the effect that "in territory where the business will not justify building expensive elevators we recognize as regular the man who has scales and cribs and keeps his office open for business every day in the year."

Secretary Stibbens read the following paper:

### SECRETARY STIBBENS' PAPER.

Mr. President and Gentlemen:

This organization held a meeting at Moberly the 4th of last December for the purpose of trying to interest the dealers of this state in association work, and the president and myself explained to you as best we could how you could better the conditions of the trade in this section.

The number of dealers who identified themselves with the Grain Dealers' Union at the Moberly meeting was somewhat of a disappointment to us, considering the large attendance, but we realized that a great many of you desired to take the matter under consideration and give it careful thought.

Some of you may be backward about being identified with a grain organization, and you may believe that your customers will look upon you with suspicion, if you become members of this association, but you are mistaken, as the grain organizations of to-day are founded upon business principles, and their chief objects are to harmonize the dealers and correct abuses at terminal markets.

No dealer need have any fear of becoming a member of this Union, as our Constitution and By-Laws have been passed upon by a competent attorney and pronounced absolutely legal.

I do not believe there is a grain dealer in the state of Missouri that is so hide-bound that he will allow the amount of money it will cost to keep him out of this organization, for a reasonable profit on one car of grain will pay your membership fee and dues for one year.

If there were no benefits to be gained outside of the social feature of these meetings, it is worth more to you than all it costs, for by meeting each other frequently, you form a friendship one for the other, that has a tendency to begot better treatment from your competitors. You also exchange ideas, consequently you learn what others are doing and keep up with the progress of time.

The grain dealer who sits down in his office, in preference to mingling with his brother dealers, in this day and age is certainly blind as to what is going on all about him, and gentlemen, it is your duty as good business men, to lend your strength and influence towards a betterment of conditions.

Do not believe that as soon as a few of you become members of this Union, that a great revolution will take place in this state, and that order can be immediately brought of chaos.

The rank and file of those connected with the grain trade in this state, or a very few of them, do not have the slightest conception of the harmonious conditions now existing in other states, but do not lose sight of the fact that it has taken years to bring about the conditions I refer to in other states.

Having had considerable experience in this line of work, I say to you in all candor, good things are in store for you if you will assist us and give us your moral support.

Please remember that the members of an organization is what compose it, and its success or failure depend very largely on the people who are identified with it.

The evils of the country grain trade are, scalpers, transient scoop shovel dealers and ruinous competition among regular dealers.

Soon after all of you become members of an organization the first two evils mentioned will be eliminated. Over bidding and ruinous competition can only be overcome by adopting sensible business methods.

One dealer puts the price up on his competitor because he believes he can buy all the grain, and the competitor goes him one better to prevent him from doing it.

In order to work in harmony with your competitors, it will be necessary for each one of you to make your word as good as your bond, for if you expect the other fellow to be fair he will expect the same of you.

As this work is purely a matter of honor, it behooves every one of you to lay aside all petty jealousy and assist in establishing a condition of affairs, that you will in a few years point back to with pride.

It will be well, too, for you to consider in making demands of the receivers that reciprocity must prevail, or in other words, do not expect that the receivers will grant everything you ask, unless you are willing to give something in return.

The receivers have assisted us in building up and maintaining grain organizations, in all the important grain growing states, and the time has come when the country dealers must make a choice and patronize the receiving element that pro-

tect your business, and withhold your patronage from the receiver who seeks to ruin your business by catering to the irregular element in the country shipping trade.

We are not very familiar with the conditions in this state, but believe the business is a kind of free-for-all, go-as-you-please affair, and it is now up to you to bring about a change for the better.

We cannot compel you to do anything, neither will we try; but we can materially assist you if you are desirous of creating harmony in this section.

Usually the grain dealer has it in for the railroads for some imaginary wrong that he believes has been inflicted on him, but you must disabuse your minds of this, for they are your best friends if you will allow them to be. Your interests and theirs are so closely allied that it is absolutely necessary for both to work in harmony.

Railroad officials are busy men, and when you have a grievance be positive it is a just one; then put it before them in a gentlemanly and a businesslike way and I know from experience it will receive proper attention. Do not burden them with unnecessary matter.

Some of you may think the primary objects of a grain association is to make and maintain prices, but this is a mistake, and no organization should attempt to fix prices as it cannot legally be done, and none of you desire to be parties to anything that is a violation of law.

If you will become members of this Union, and treat your competitors as you would like to be treated, you will be surprised at the effect, and the first thing you know, you will all be handling grain on a reasonable margin, and cut-throat competition will be eliminated.

There are other reasons why you should organize, as you have in this state obnoxious laws, that are detrimental to the grain trade, but they will never be repealed or amended unless you go to work in earnest to bring it about.

I challenge you to name any important business that is not thoroughly organized to-day, for mutual benefit and protection, but it is surprising that a great agricultural state like this has neglected to create and maintain a grain organization, when you take into consideration that the products of your state in dollars and cents, are so vast in the aggregate, the average mind fails to comprehend it.

I take it that none of you are in the grain business purely for pleasure or your health, but I presume a great many of you have no confidence in your competitors, and you pay ruinous prices to prevent your competitors from buying a fair portion of the grain, and in so doing, you rob yourself, of a living profit that every man is entitled to.

It is useless for us to undertake to tell you what your duties are, as all of you are men of experience, and should know what you must do to create harmony.

People who have grain to sell, will go to your offices frequently and misrepresent the prices being paid by other dealers, in order to work you, and secure more for their grain, and this practice will continue until you learn to have more confidence in your competitors.

You can, if you so desire, adjust matters in such a way that you will not be forced to pay more than grain is worth, besides intelligent people who sell you grain expect you to realize a living profit in the business.

An organization in this state, will encourage the building of more elevators, which will be of great advantage to you as to the railroads; besides it is much easier to demonstrate to receivers that you are regular dealers where you operate elevators.

In conclusion, let me say if you are to become members of the Union you will be identified with an organization that has been successful, and will at all times work for your interests.

W. Scruby, Chillicothe: "After an experience of over thirty years I feel competent to speak on the matter of building and operating an elevator in Missouri. I put some money in an elevator some years ago and did a good business for four years, and then the production of grain declined and finally the railroad requested us to remove the elevator. We did so, but are not likely to rebuild. This year more grain has been shipped from Chillicothe than during the ten preceding years. The crops of this section are too uncertain to warrant much expenditure in han-



ding facilities. I have been in the state since 1867. We organized twenty years ago and did some good work. I am in favor of the association, but I doubt its ultimate success."

D. Hunter, Hamburg: "If you have a short crop in this state you can get grain from the members of the association in Iowa, but the feeders cannot buy of them, as they will not sell except to the regular trade."

J. A. Warren: "I wish to make one more appeal to the Missouri dealers to get together."

L. F. Cobb, Odessa: "I can make more money on a short crop than on a big one. I would rather belong to an association and be protected. Last year I went to Illinois and bought a lot of corn from association members. The feeders learned where we were getting the corn and tried to buy from the shippers, but could not get it, so were content to buy from us. The margin on corn is so small the feeders cannot afford to go to Iowa or Illinois to buy from farmers."

Secretary Stibbens read a legal opinion on the work of the association.

In some Missouri towns are two or three railroads, and they expect to get a fair share of the business from their stations. They expect this and are entitled to it. They will not sit idly by and let their competitor haul all the grain. As long as you are unorganized you will fight among yourselves and waste an opportunity to make a living out of the business. To make a living profit and protect and promote your common business interests you must work together. We are prepared to receive applications for membership. The fee is \$3 and the dues 50 cents a month.

The new members admitted were Leach Bros. Grain Co., Salisbury; F. G. Fulton, Magill; Sutherland & Bumgarner, Lock Springs; McMahl and Marsh, Keytesville; Van Buskirk & McMahl, Dalton; J. D. Johnson & Co., Chillicothe; Hathaway-Keath Seed & Produce Co., Mexico; Cline & Cline, Gallatin; Scruby Bros., Chillicothe.

#### CHILICOTHE CULLINGS.

A short meeting.

E. Picker had a creek—in his neck.

One Toledo firm represented—Reynolds Bros., by W. W. Knight.

Sedalia, Mexico and Springfield were spoken of for the next meeting place.

Only one Kansas City man—J. C. McGinnitie, representing B. C. Christopher & Co.

W. M. McDougall, representing Armour & Co., and C. V. Fisher of the Fisher Grain Co., were the only Omaha men in attendance.

Three railroad men—Wm. Fitzgerald, general agent C., B. & Q.; J. D. Lund, assistant freight agent, and W. B. Jennings, T. F. A., of the Wabash.

E. P. Peck, who recently sold his business at Carlow, attempted to join from Gallatin, where he has been trying to do a scoopshovel business, but his application was declined.

St. Louis sent a strong delegation: G. L. Graham & Co. were represented by S. T. Marshall; Brinson-Judd Grain Co. by T. C. Taylor; Connery Commission Co. by Hy Blankenship; Fisher Grain Co. by C. V. Fisher; J. E. Hall Com. Co. by W. E. Knapp; J. Mullally Com. Co. by S. Winterbower; J. A. Warren & Co. by John A. Warren; P. P. Williams Grain Co. by W. C. Seele; J. L. Wright Grain Co. by C. L. Wright; Picker & Beardsley by E. Picker and C. Sharp Com. Co. by Harry Hunter.

Among the Missouri shippers in attend-

ance were: T. S. Bishop, Chillicothe; H. Blankenship, St. Charles; E. R. and J. M. Bumgarner, Lock Springs; J. Bevan, New Cambria; P. P. Cline, Gallatin; L. F. Cobb, Odessa; F. G. Fulton, Gallatin; W. S. Hathaway, Mexico; S. J. Leach, Salisbury; E. Lowe, Wheeling; Wm. McMahl and A. J. Marsh, Keytesville; J. T. Milbank, Chillicothe; W. W. Pollock, Mexico; Wm. Scruby and W. Scruby, Jr., Chillicothe; Geo. Van Buskirk, Keytesville; J. H. Wayland, Salisbury; L. B. Wilcox, Moberly; C. A. Wilder, Laddonia.

### Special Meeting of Northwest Grain Dealers Association.

The special general meeting of the Northwest Grain Dealers Association, held at Winnipeg, Man., Jan. 13, was attended by a large percentage of the members shipping grain from country stations, and who had suffered most severely from the provisions of the Manitoba Grain Act.

At a preliminary meeting a resolution had been prepared for submission to Hon. Mr. Sifton, as follows: "That the operation of the Manitoba Grain Act, as now in force, is detrimental to the best interests of the country in restricting and interfering in trade and commerce, and is manifestly unfair to those in the grain trade, who have capital invested in elevators, and we, therefore, request that the Dominion government have such legislation enacted at the coming session of parliament as will remove such restrictions and make the operations of said act fair and equitable to all."

In the course of his reply Mr. Sifton said: When the grain producer comes to parliament, and says: "I have produced a commodity which is in universal demand, and I object to its going through the hands of middle-men, who will take an undue toll on the product of my labor," then I want to say plainly, that this is a complaint and an objection that parliament is bound to recognize. And I tell you, moreover, gentlemen, that no parliament will ever be elected in Canada that can afford to disregard this protest.

From the remarks made by Mr. Chisholm, I gather that he believes that, when sifted down to the ultimate difficulty, the situation would adjust itself, and there would be no unfair difference between track and elevator prices for grain, if in the shipping season an abundance of cars were supplied. The solution of this question rests upon the solution of another question—the great question of transportation.

John Love, president of the Association, said the grain men objected to the Grain Act as class legislation. But their principal source of grievance was the system of distribution of cars—that no applicant could get two cars till all other applicants had had one. This provision in the act would make it impossible for elevator men to stay in business. "Had the provision as now interpreted, been in force on Sept. 17, at the opening of the grain season," he said, "none of us, sir, would now be in business." From 70 to 100 applications for cars had been on file at one time at one station. The elevators were full, and there was no prospect of relief.

Mr. Love read extracts from the annual report of the Territorial Grain Growers Association and quoted remarks of G. H. V. Bulvea, commissioner

of agriculture, condemning the distribution of cars. Although Mr. Bulvea at one time was not at all friendly to the elevator men, his remarks on the practical working of the act show that he is strongly against it, his experience showing how unfair it was in operation. The most serious charge against the old act was that the farmers were forced to sell their grain to the elevators. Safeguards for these purposes were devised by the grain commission—loading platforms and warehouses, compulsory storage and shipping from cars. With all these protections, Mr. Love thought the farmers did not need the unfair discrimination as against the elevators in the matter of car distribution.

Elevators had to be licensed and bonded, their owners had to have guarantee bonds, and they had to provide accommodation for six grades of wheat.

### Bean Jobbers Meeting.

The Michigan Bean Jobbers Association, at its semi-annual meeting at Detroit, Mich., Jan. 15, passed strong resolutions urging the Treasury Department at Washington to stop the fraudulent importation of beans free of duty under the pretense that they were to be used for seed.

Each dealer agreed to constitute himself a committee of one to see that none of the poor beans from last year's crop are used for seed.

The contemplated restoration of beans to 5th class, whereby the railroads would raise the rate 30 per cent, was vigorously protested against, and K. R. Smith of Ionia, Edward Read of Detroit, and D. A. Allen of Portland, were appointed a committee to induce the roads to allow the present classification to stand.

To advertise Michigan beans the association will print 100,000 circulars to be distributed by the dealers. Action on a uniform brokerage change was postponed.

During the afternoon a number of interesting papers were read.

### Statement of the Millers National Insurance Company.

The twenty-seventh annual statement of Sec. W. L. Barnum of the Millers National Insurance Company shows that the company has had a very satisfactory year, and that its condition is more than satisfactory to all interested. In fact the cash assets were increased during the year by \$121,823.49. The net cash surplus was increased \$50,908.82. Deposit notes increased \$424,199.78 and the surplus free of all liabilities increased \$475,108.60. Notwithstanding that the volume of business during the year increased \$3,698,594.12 over the preceding year the losses aggregated \$22,435.40 less than in 1901.

The assessments levied during the year amounted to only 9 per cent of the deposit notes in force or 45 per cent of the annual basis rate. The total risk in force at the close of the year aggregated \$28,919,851.06. The total cash assets of the company on January 1st were \$857,858.26, while the liabilities of adjustment, including all reported and supposed losses \$50,155.56. Reinsurance reserve \$200,404.85. Guaranteed deposits \$134,431.37. All other claims against the company \$6,271.53. Leaving a net cash surplus of \$466,594.95, which with the net value of the deposit notes subject to assessment makes a surplus over all liabilities of \$2,989,413.25.



# Grain Trade News

## CANADA.

R. Nixon of Wapella, Assa., is building a 30,000-bu. elevator at Red Jacket, N. W. T.

An elevator is to be built next summer at Somerset, Man., by Parrish & Lindsay.

Parrish & Lindsay of Winnipeg, Man., have shipped about 100,000 bus. of oats to Australia via Vancouver.

Australia is the destination of 110,000 bus. of wheat, shipped from Winnipeg, Man., by the way of Seattle, Wash.

A full cargo of Manitoba wheat and oats for South Africa is being loaded at Vancouver in the ship Pythomeme.

Read the report of the special general meeting of the Northwest Grain Dealers Association elsewhere in this issue.

W. J. Groves, agent for Parrish & Lindsay, Somerset, Man.: The Northern Elevator Co. has built an elevator here.

Samples of fine Peace River wheat and oats have been received by C. N. Bell, secretary of the Winnipeg Grain Exchange.

The Toronto Board of Trade held its annual meeting recently. Treasurer Douglas' report showed a prosperous condition.

Robert Owen, one of the workmen on Elevator D at Fort William, Ont., was killed Jan. 12 by a fall from one of the steel tanks.

The Dominion Elevator Co. of Winnipeg, Man., has sold about 100 carloads of wheat to go to Australia by the way of Seattle, Wash.

The Standard Grain Weigher Co. has been incorporated at Winnipeg, Man., with \$35,000 capital stock, by A. R. Leitch and others.

Altho Fort William and Port Arthur are blockaded the railroads are receiving grain for shipment in foreign cars to Minneapolis, Minn.

Manitoba has shipped 600 cars of wheat to Minneapolis for milling, most of the grain coming from points on the Canadian Northern lines.

W. J. Thompson of Centreville Ont., has bot a gasoline engine and the machinery necessary for grinding grain and is now ready for business.

Geo. H. Wishart of Toronto and formerly of Winnipeg claims to have been the first dealer to ship Manitoba wheat to eastern Canada all rail, which he did in 1879.

On Jan. 20 the first wheat was poured into the 20,000-bu. tanks of the tile elevator of the C. N. Ry. at Port Arthur, Ont. This elevator will have a capacity of 2,000,000 bus.

The Canadian Pacific Railway estimates the total elevator capacity along the Canadian Northern and its own lines in western Canada at the close of the year as 30,045,000 bus.

J. Obed Smith, Dominion immigration agent, states that the export trade in barley needs to be developed. Samples brot by him from England recently and for which 80 cents per bu. was offered can be bot in Manitoba for 30 cents.

Commissioner of Agriculture Bulyea

of the Northwest Territory has visited Minneapolis to arrange with railroads for the marketing of grain. Representatives of the Soo and the Great Northern assured him that any quantity of wheat would be accepted at the boundary for shipment over their lines.

T. T. W. Bready, president of the Winnipeg Elevator Co., died at Houston, Tex., Jan. 14, aged 46 years. Mr. Bready went to Winnipeg in 1882, and has been engaged in the grain business nearly all of the time since, having under his control at the time of his death over 100 elevators; and was also a member of the survey board for the Manitoba Grain Inspection division. His sudden demise will be a painful surprise to all who knew him.

The Ontario Department of Agriculture gives as its final estimate of the 1902 crop for Ontario: 20,665,030 bus. of spring wheat; 6,238,628 bus. of winter wheat; 22,518,593 bus. of barley; 109,785,625 bus. of oats; 7,906,231 bus. of peas; 691,768 bus. of beans; 3,619,929 bus. of rye; 1,971,930 bus. of buckwheat; 21,158,636 bus. of corn; and 4,955,438 long tons of hay and clover.

Complaints are coming from Vancouver that the rules in the Manitoba Grain Act governing the distribution of cars, is affecting the wheat shipments via that port. As there are no elevators at Vancouver the grain has to be loaded direct from the cars to the vessel, thus making it imperative that the cars should all go forward at the same time, which cannot be done under the present arrangements.

Station agents along the Canadian Pacific have been instructed that as "there are now sufficient cars under load with grain destined to Fort William and Port Arthur elevators to fill all the remaining available space at these points, and on account of the small shipments outward from these elevators since the close of navigation, you must not allow any more cars to be loaded with grain consigned to Fort William or Port Arthur until further advised. An additional elevator will be ready to receive grain, it is expected, in about ten days. Notify all shippers who have orders booked for cars for Fort William and Port Arthur, you will supply C. P. R. cars in accordance with the Grain act for shipment to points on our own road other than Fort William and Port Arthur."

The Winnipeg Grain Exchange held its annual meeting Jan. 15. Addresses were made by S. Spink and N. Bawlf, and Secretary Bell read the 15th annual report, dwelling upon the purchase of a site for the new building; complaints regarding grading; insurance in Fort William elevators; and weighing at Winnipeg. At present accurate weights of grain in cars consigned to Winnipeg for local consumption can not be obtained, as the railway yards have no facilities for definitely ascertaining the exact quantity of grain arriving in any particular car; and, as a consequence (say, in the case of oats), the out-turn has to be determined by sacking the grain in the car and weighing at the consignee's warehouse or other place of business.

This is a very unsatisfactory system, and as a result of representations made by members of the exchange at outside points the council have now a committee investigating the whole situation, with instructions to report thereon. The following officers were elected for the ensuing year: President—Fred Phillipps. Vice-president—A. R. Hargraff. Secretary-treasurer—C. N. Bell. Council—C. Tilt, G. R. Crowe, R. Muir, C. A. Young, S. Spink, E. O'Reilly, John Love, H. N. Baird, Thomas Thompson, Alexander Reid, W. L. Parrish. Arbitration committee—S. Spink, John Love, G. R. Crowe, Robert Muir, C. A. Young, Thomas Thompson, Alexander Reid. Committee on appeals—W. W. McMillan, S. P. Clark, T. L. Morton, W. H. McWilliams, H. S. Patterson, W. A. Matheson, F. O. Fowler.

## CHICAGO.

A. O. Slaughter, Jr., & Co. will succeed A. O. Slaughter & Co.

H. A. Foss has been reappointed Board of Trade Weighmaster.

Noble Jones, who was suspended from the Board several years ago, has been reinstated.

The hearing of the Weare-McNeill case has been postponed to Feb. 3, for want of a quorum.

The Chicago Board of Trade has been a member of the National Board of Trade since 1868.

Two Board of Trade memberships were sold recently at \$3,550 and \$3,600 net to the sellers.

Warren Reifsnider, a member of the Board of Trade, died at his home Jan. 16, aged 69 years.

Harry C. Avery, who was taken suddenly ill with a stroke of apoplexy Jan. 10, is slowly improving.

Charges implying uncommercial conduct on the part of Pratt & Buckley and H. C. Avery have been filed with the secretary.

E. W. Wagner is chairman of the meteorological observation committee of the Board of Trade. Will this keep him out every night?

A. W. Lloyd, formerly traveling representative of the Illinois Grain Dealers Association is now on the road for Fyfe, Manson & Co.

Sample tables on the Board of Trade will be auctioned off Jan. 26. Six new tables have been added to accommodate the commission men.

Twenty-five victims of the failure of R. E. Nelson Co., "a bucket shop concern, charge fraud, for obtaining money by a confidence game.

Elevator B of the Eckhart & Swan Milling Co. was burned Jan. 19, containing at the time about 100,000 bus. of wheat. Loss, \$100,000.

D. E. Richardson, who has been very ill for several weeks, will leave the last of the month for California, in hopes of improving his health.

The attorneys of Waite, Thorburn & Co. are arranging for the filing of damage suits for \$100,000 each against the Board of Trade directors for "illegally suspending" them.

Charles M. Updike died at his home Jan. 10, aged 58 years. Mr. Updike was connected with the American Commercial Milling Co. and was a member of the Chicago Board of Trade.

An amendment to the rules of the Board of Trade prohibiting members from having any dealings with any ex-



change that furnishes quotations to bucket shops has been posted.

The Board of Trade sent a telegram to Senator Cullom at Washington embodying resolutions against the proposed transfer of the Interstate Commerce Commission to the new department of commerce.

George W. Webster died at Los Angeles, Cal., Jan. 10, aged 44 years. Mr. Webster has for several years been a member of the Board of Trade, and was visiting in Los Angeles at the time of his death.

Acting Building Commissioner Shea threatens to close the plant of the Glucose Sugar Refining Co. unless the company complies with the order to inclose all elevators and stairs in the building with a fireproof partition.

The Chicago delegation to the National Board of Trade at Washington, D. C., consisted of W. H. Chadwick, B. A. Eckhart, C. B. Congdon, Z. R. Carter, George S. Bridge, I. P. Rumsey, R. S. Lyon and H. B. Slaughter.

The many friends of E. D. McDougall, with Armour & Co., who recently lost his wife with pneumonia, will be pleased to learn that altho he has been at the point of death with the same disease, he is now considered out of danger.

Geo. T. Sullivan, a member of the Open Board was adjudged guilty of contempt Jan. 12 by Judge Kohlsaat and fined \$300. Sullivan had violated the injunction of July 29, 1902, restraining him from receiving, using or sending out the quotations of the Board of Trade.

The financial statement read at the annual meeting of the Board of Trade showed the exchange has no outstanding bills and has \$19,411 in cash on hand. The telegraph companies paid \$28,277 for quotations during 1902, compared with \$4,342 in 1901. The real estate receipts were \$129,253; and there were transferred 175 memberships.

The executive committee of the Chicago Underwriters Association has devised a method of continuing insurance on grain until six o'clock of the day of delivery for the benefit of the holder of warehouse receipts. To have this effective it will be necessary for the Board to pass a rule that the seller deliver the policy covering on grain to the purchaser of the warehouse receipt.

The old Danville elevator, Ashland avenue and Lock street, Chicago, owned by Carrington, Patton & Co., has been sold and will be wrecked. This house was built over 25 years ago and was first owned by Armour and known as the Dolly Varden. It has a capacity of 750,000 bushels and was considered a large house years ago. In 1881 Carrington, Hannah & Co. bought it and operated it as a private elevator.

Gus. Nohe, who for years was identified with the bucket shop interest, and is now a member of the state legislature from Cook county, has introduced a straight anti-bucket shop bill in the legislature. It is thought it will kill bucket-shops in Illinois. The bill proposes to make it a misdemeanor for a telegraph company to transmit market quotations to any bucket-shop.

John J. Bryant was tendered kiln dried corn from the Nebraska elevator which was rejected by his inspector as No. 2 corn. The matter was taken before the inspection appeals committee, who sustained the house inspector and the supervising inspector by declaring it to be No. 2 corn altho it was kiln dried. It is

said that the warehouse commissioners propose to create a new grade of corn "kiln dried No. 2." If this is done, this grade will not be deliverable on Board of Trade contracts unless the Board of Trade makes a new rule specifically including it among the contract corn.

The Open Board claims to be taking steps to provide for the transaction of a cash grain business. If these back alley operators continue to nurse ambition they will be forced to seek quarters on the street.

The Board of Trade directors have amended Section 3 of Rule 22, defining contract oats. The present rule includes only Standard as a delivery on future contracts. The proposed amendment reads as follows: "All contracts for oats, unless otherwise specified, shall be understood as for contract oats and on such contracts for the delivery of oats on and after July 1, 1902, a tender of No. 1 white oats, new No. 1 white oats, No. 2 white oats, new No. 2 white oats, standard oats, or new standard oats in such proportions as may be convenient to the seller, subject, however, to the provisions of section 5 of rule 21 of the rules of the Board of Trade, shall be deemed a valid tender of 'contract' oats, under the rules of the Board of Trade and the regulations and requirements of its board of directors.

The newly elected directors of the Board of Trade held their first meeting Jan. 13. The following officials were re-appointed: Secretary, George F. Stone; assistant secretary, R. S. Worthington; treasurer, E. A. Hamill; treasurer of clearing house, John C. Black; manager of clearing house, Samuel Powell; attorney, H. S. Robbins. The following standing committees were appointed by the president: Executive committee—Gregson, Edwards, Briggs. Rules committee—Chadwick, Richardson, Patten. Legal advice committee—Edwards, Jones, Bines. Room committee—Montgomery, Jones, Remick. Warehouse committee—Richardson, Smith, Adams. Clearing house committee—Slaughter, Montgomery, Jones. Market report committee—Warren, Smith, Bines. Violation of rules committee—Gregson, Warren, Chadwick, Jones, Slaughter, McClean. Transportation committee—Chadwick, Bridge, Patten, W. N. Eckhardt, R. S. Lyon, B. A. Eckhart, H. F. Dousman, H. H. Peters, Richard Gambrell. Weighing committee—Smith, Richardson, Bridge. Claims committee—Remick, Taylor, Adams, Wagner. Flaxseed inspection committee—Chadwick, T. M. Hunter, Albert Seckel, P. H. Eschenburg, George E. Alt. Other inspection committee—Slaughter, Richardson, Wagner.

## COLORADO

Geo. S. Clayton, C. W. Terry and L. B. Meek have formed a company at Denver, Colo., to mill oat meal and various other kinds of cereal foods. The company has a \$50,000 capital and will begin the erection of a mill at once.

## ILLINOIS.

At Minier, Ill., Quigg & Tanner have retired.

Emington (Ill.) farmers are talking of a farmers' elevator.

A small fire occurred recently in the elevator at Poplar Grove, Ill.

At Buffalo and Iliopolis, Ill., Graham & Leeds are out of business.

At Bristol, Ill., Young Bros. are not in business. Edgar Young is new.

At Wilbern, Ill., M. Real has discontinued. R. W. Ross is a new dealer.

At Barrow, Ill., Greenleaf & Co. are out of business. J. W. McLane is new.

At Manchester, Ill., R. H. Rousey is out of business. Thos. Rousey is new.

At Bondville, Ill., O. L. Karns is out of business. B. P. Staley is a new dealer.

At Cadwell, Ill., C. E. Davis is out of business. Davis Bros. are new dealers.

At Mazon, Ill., Simpson & Mannon have discontinued. H. E. Mammon is new.

At Ogden, Ill., Joseph Mahan has gone out of business. The Ogden Grain Co. is new.

At Winslow, Ill., John Maricle has discontinued. D. L. VanMatre is a new dealer.

At Redmon, Ill., Henn & Barr have discontinued. M. J. Lee is new in the business.

At Mansfield, Ill., I. B. Smith is out of business. C. M. Dauberman is a new dealer.

At Hazel Dell, Ill., G. W. Guard has discontinued. Arch Kelley is new in the business.

At Walnut, Ill., Ennis & West Co., are out of business. The Neola Elevator Co. is new.

At Cowden, Ill., G. & E. Cowden Co. have discontinued. V. M. Graham is a new dealer.

At Mt. Carroll, Ill., H. H. Holderman has discontinued. D. H. Buck is new in the business.

At St. Joseph, Ill., Current Bros. have discontinued. A. L. Current is new in the business.

At Goodland, Ill., Rollin & Risser have discontinued. John D. Webster is a new dealer.

Forbes & Eversole, Essex, Ill., write: B. A. Burgess of Essex is putting in a gasoline engine.

John Stamey has succeeded Stamey & George at Hull, Ill., O. B. George having sold his interest.

At Naples, near Bluffs, Ill., Linkins & Co. are out of business. Wm. McCaleb is a new dealer.

At Grand Ridge, Ill., the Atlas Grain Co. has discontinued. G. M. Loy is new in the business.

At Conover, Ill., Turner-Hudnut Co. is no longer in the business. E. Blakely is a new dealer.

At Morrison, Ill., L. B. McKenzie is no longer in the business. Able Renkes is a new dealer.

At Warrington, Ill., C. M. Paxton is no longer in the business. G. G. Weiland is a new dealer.

At Stronghurst, Ill., Richardson & Co. have retired. A. W. Alpin has entered the grain business.

At Lakewood, Ill., G. & E. Cowden Co. have gone out of business. Brown & Scovel are new.

Leek & Fleming have discontinued at Jerseyville, Ill. E. P. Leek has gone into the grain business.

At Malden, Ill., Isaac & Lockhart are out of the business. The Atlas Grain Co. is a new dealer.

At Poplar Grove, Ill., L. P. Conger has discontinued. W. M. Webster is new in the business.

Masters & Fuller of Fidelity have bot the elevator and grain business of J. T. Darneille at Piasa, Ill.

At Medora, Ill., Bycroft & East are no longer in the business. W. H. Adams is a new dealer.

At Isabel, Ill., Bartlett, Kuhn & Co.



are out of the grain business. O. K. Burton is a new dealer.

R. H. Pruitt is no longer in business at Chillicothe, Ill. W. W. Dewey & Co. are new in the business.

Denton & Reed have discontinued at Millersville, Ill. Edward Walker has gone into the grain business.

At VanOrin, Ill., the Houghton Lumber Co. has discontinued. The Atlas Grain Co. is new in the business.

At the elevator of John McGirr at DeKalb, Ill., 60 loads of corn on Jan. 10 were put thru the elevator and into cars.

An elevator with a capacity of about 10,000 bus. is to be built at Breeds, Ill., by Buckley, Pursley & Co. of Peoria.

Wm. Loveless of Bement has purchased an elevator at Taylorville, Ill., to which place he will remove about March 1.

Elevators at Mattoon, Ill., have been running 24 hours a day lately and then have been barely able to handle the grain.

Clarence Wood of Cooksville has taken charge of the elevator and feed mill of the Hazenwinkle Grain Co. at Normal, Ill.

F. W. Rottger of Mt. Sterling, Ill., has sold his grain elevator and lumber yard to J. W. Burnett of Clayton, and will retire from business.

P. B. Miles of Peoria has purchased the elevator of W. S. Russell near Tremont, Ill. S. A. Hayward of Tremont will be the new manager.

The Peru Elevator Co. has been incorporated at Peru, Ill., with \$10,000 capital stock. Incorporators are, C. B. Ladd, W. D. Holly and F. F. Ladd.

The Secor Elevator Co. has been incorporated at Secor, Ill., with \$8,000 capital stock. Incorporators: C. W. Frey, L. R. Diener and M. Potter.

The Saunemin Elevator Co. has been incorporated at Scovell, Ill. Capital stock \$8,000. Incorporators: Thos. L. Stafford, Wm. E. Meis and J. C. Diemer.

Otis McNalley of Blue Mound, Ill., has purchased the elevator of Costello-Weiser Grain Co. at Stonington. Mr. Weiser will continue as manager.

The F. M. B. A. Elevator Co. at Highland, Ill., has increased its capital stock from \$8,000 to \$15,000. Its new elevator will have a capacity of 40,000 bus.

The Morris Grain Co., Morris, Ill., has elected the following officers for the coming year: Pres., S. H. Mattison; Sec., O. T. Wilson; Treas., Jos. A. Wilson.

W. C. Stuckey of Altona, one of the stockholders of the Johnson Grain Co., has decided to move to Alpha, Ill., to take charge of the company's yard.

The Gridley Elevator Co. has been incorporated at Gridley, Ill., with \$10,000 capital stock. Incorporators: Frederick Frey, Patrick Welsh and Peter Rich.

The W. A. Spain Co. has been incorporated at Lawrenceville, Ill., with \$10,000 capital stock. Incorporators, John A. Cox, Wm. A. Spain and Wm. Titus.

Amsler Bros., Longview, Ill., Jan. 16: Corn of good quality and lots of it; car situation bad, but looks better; farmers satisfied with price if we could get cars.

The Illinois Car Service rules for the unloading of cars is being enforced at the elevators at Peoria, Ill. This will help to relieve the car shortage at some points.

On account of the bad weather the terminal elevator for the H. S. Albers Commission Co. at East St. Louis, Ill., will not be completed by March 1, as intended.

Chas. C. Smith, C. R. Waters and Sam-Morrison have formed a partnership and will erect an elevator at Pontiac, Ill., on

the line of the C. & A. It will be completed about April 1.

The Turner-Hudnut Co., Pekin, Ill., will improve its plant by the building of a conveyor gallery out into the lake about 300 feet. This will facilitate the loading of grain into boats.

A. J. Ives of Weedman has purchased a half interest in the mill of G. W. O'Neil, at Farmer City, Ill., the firm to be known as O'Neil & Co. An elevator and more machinery will be added.

T. A. Grier & Co. of Peoria have purchased the elevator of S. L. Belsley at Deer Creek, Ill., paying, it is said, \$7,500 for it, and will take possession Feb. 1. The elevator has a capacity of 50,000 bushels.

C. J. Walter and E. R. Eilts are the only regular grain shippers doing business at Danforth, Ill. Many track buyers and receivers are wasting their cards, letters and circulars on men long out of business.

David M'Kinney, who has been a director of the Peoria Board of Trade since its beginning 30 years ago, died in Peoria Jan. 10, aged 74 years. The Board of Trade held memorial exercises Jan. 14 in his memory.

The elevator of Lyons & East at Cerro Gordo, Ill., was burned Jan. 12. Loss \$25,000. The elevator contained 50,000 bus. of corn and oats. Insurance \$17,000. Will probably be rebuilt.

W. A. Rosenberger, manager for R. T. Cummings, Papineau, Ill., Jan. 21: Weather fine, farmers delivering grain heavy, both corn and oats; elevators full to the roof; cars very scarce; about 40 per cent of grain still in farmers' hands.

H. A. Hillmer Co., incorporated at Freeport, Ill., with \$15,000 capital stock, and purchased grain, coal and wood business of the late H. J. Porter at Freeport, Ridott and Dakota. Incorporators: H. A. Hillmer, C. L. Snyder and J. H. Stearns.

J. D. Tidmarsh of Chicago pleaded guilty Jan. 22, in the federal court at Springfield, to the charge of neglecting to affix United States revenue stamps to memoranda issued to his customers while he was running a bucket shop at Paris, Ill. He was fined \$500 and costs.

C. A. Burks of Decatur, Ill., has negotiated the sale of the J. F. Rodman & Co. elevator at Deland, Ill., to W. C. West of Attica, Ind. This makes twelve elevators which Mr. Burks has sold during the past nine weeks. He himself has purchased and is operating the Hayes Elevator at Galesville, Ill.

The board of supervisors at Joliet, Ill., is going to make a fight to collect taxes claimed to be due on grain in store at the elevator of Bartlett, Frazier & Co., at that place. They have instructed their attorneys to carry the case up to the supreme court. The amount involved is \$2,000.

The Illinois board of railway and warehouse commissioners has ordered that a reasonable time be allowed to direct railroad companies where to deliver grain after notice of its arrival has been given the shippers or receivers, and that such reasonable time shall be until 5 p. m. of the day following the notice of such arrival.

Edwin Beggs, Ashland, Ill., writes: I do not know how we got known as dealers at McLeansboro. We bot a farm of 1,040 acres near there that has a side trade on it, and might eventually buy a little grain there. Mr. Graff is located in McLeansboro and might do some business. I understand that there is no elevator there and not enough grain to justify one.

The car situation is strained. Too many eastern line cars are in hard coal districts awaiting loading and also too many western as well as northern cars are hauling soft coal. Hundreds of grain cars are being loaded in central Illinois coal fields for northern cities—something almost unthought of before this winter. This together with lack of motive power accounts for our car famine.—C. A. Burks, Decatur, Ill.

W. C. Calhoun, Franklin, Ill., writes: The loss on my fire at Pisgah was about \$2,000. The policy having expired Dec. 23, thru the oversight of another party. I am accustomed to carry 90 per cent insurance. I decided in half an hour after the fire to erect a strictly modern house; material will be on the ground by the end of the week for the new plant. I had decided to remodel the old house in May, but the fire only hurried the construction.

The Peoria Board of Trade on Jan. 12, elected Robert D. Clarke, Pres.; C. J. Chisam and E. C. Coffey, V-Presidents; Robert C. Grier, Sec.; Walter Barker, Treas.; T. A. Grier, A. G. Tyng, C. C. Miles, B. Warren, Jr., W. R. Buckley, J. M. Quinn, P. S. Nowland, W. B. Woolner, D. Mowat and R. M. VanTassell, directors; D. D. Hall, I. W. Donnemeyer, and J. W. Gift, committee of arbitration (two years); John Thode, Robert Grant and H. M. Griggs, committee of appeals (two years).

## INDIANA.

Henley, Scott & Co. have sold out at Tipton, Ind.

James Thompson, Lafayette, Ind., has reopened his eltr.

Biddle Bros. have succeeded Henry Bros at Wingate, Ind.

G. S. Roadman & Co. has succeeded Wm. West at Attica, Ind.

F. E. Garn has purchased the eltr. of H. G. Thayer & Son, at Plymouth, Ind.

The Clayton Milling Co., Clayton, Ind., is engaging in the milling and grain business.

A. G. Urmston & Son, Frankton, Ind., are putting in a new large sized corn sheller.

Dailey & White, of Tocsin, Ind., have purchased the grain and hay business of Sheller & Disher.

F. M. Smith, Lima, Ind.: I take great pleasure in reading the Journal and am always glad when it comes.

Certificates showing the dissolution of the Central Grain and Stock Exchange of Hammond, Ind., have been filed at Wilmington, Del. Next!

The Farmers' Co-operative Warehouse & Elevator Co. is being organized at Huntington, Ind., the purpose being to build an eltr. and handle grain.

O. L. Means of London, Ind., will commence the erection of an eltr. on the site of the one destroyed by fire Dec. 26, as soon as weather will permit.

W. J. Charpie will discontinue his grain business at New Paris, Ind., and will remove to Goshen, where he will open a wholesale fuel and supply house.

J. B. McAfee of Lafayette has succeeded Garrison Bros. at Converse, Ind. Garrison Bros. traded their mill, elevator and farm for land in Mississippi.

J. F. Barnard, Fowler, Ind., Jan. 21: No cars and all eltrs. in this part full and shut down; don't seem to be any relief in sight for the near future.

The Wabash River near Mt. Vernon, Ind., is full of heavy ice and nearly 500,000 bus. of corn sold along the shores



cannot be delivered because the corn boats cannot be moved.

The Valparaiso Grain & Elevator Co. has been incorporated at Valparaiso, Ind., with \$15,000 capital stock and will succeed Chas. H. Lindner, who is president of the new company.

A. Boling, Adams, Ind., has finished improvements on his eltr. and now has an up to date house of 30,000-bu. capacity. A sheller and cleaner has been installed, with a gasoline engine as power.

Fred B. Fox, Tipton, Ind., writes that Scott & Davidson have leased the elevator at Jackson Station, formerly operated by C. F. Walter and later by L. B. Swem & Co., who failed last summer.

John Deck is doing a scoop shovel business at Attica, Ind. He has no facilities for handling grain at this point, and by irregular practices and the showing of card bids to farmers keeps things very lively.

The eltr. at Kingman, Ind., owned by Henry Schulenberg and operated by Swaim & Madden, was burned Jan. 16, causing a \$3,000 loss on elevator; insurance \$1,200. Loss on contents, \$2,000; fully insured.

N. A. Grabill, Daleville, Ind., Jan. 5: I most certainly desire the "Grain Dealers Journal." It is too full of valuable information for anyone, connected in any way with the grain trade, to neglect, and hope the Journal may reach every grain dealer, and those who, like myself, have business connection with them.

W. A. White and Mr. Dailey have formed a partnership and purchased the plant of Clutter & Long at Tocsin, Ind., instead of O. O. Newhard, who is located at Uniondale, Ind. Mr. White and Mr. Dailey are rebuilding the elevator, putting up an addition and will add new machinery.

Senator E. H. Wolcott of Wolcott, Ind., has introduced a bill into the Indiana legislature providing that where there has been lease or assignment of growing grain, such fact must be recorded at least 30 days before the maturity of the crop or the innocent purchaser will not be liable to the one holding the lease or assignment. As the law is at present a man can rent a piece of ground for a share of the crop, sell the entire crop and the purchaser, though he bought it in good faith, must reimburse the landlord.

The legislative and railroad committee of the Indiana Grain Dealers Association, composed of C. S. Bash, Ft. Wayne; P. E. Goodrich, Winchester, and H. L. Combs, South Whitley, together with President Reynolds and the Board of Managers, held a conference at Indianapolis, Jan. 19, with the general freight agents of railroads, at which the car shortage, the possibility of making the demurrage rule reciprocal so that grain dealers not furnished cars within 10 days should be allowed demurrage by the railroad companies, the possibilities of railroads placing track scales at stations where more than 50,000 bus. of grain was shipped per year in order that a bill of lading could be given for the actual amount loaded and this amount guaranteed at destination less the natural percentage of shrinkage, and the interchange of switching at competitive points, were discussed. Representatives of the various lines were powerless to give any relief; and the Board of Managers decided to appeal to the legislature. To defray these expenses, which the revenues of the association could not be expected to cover, each member is requested to contribute \$2 to \$5, as a fund to create legislation

to improve the conditions of transportation. Contributions should be sent in without delay.

## IOWA.

J. F. Liken & Son of Exira, Ia., have put in a new sheller.

The Morton Grain Co. is building an elevator at McPaul, Ia.

Garner Bros. of Bremer, Ia., have raised and refitted their eltr.

John Lenhart of Bode, Ia., had his hand crushed by a corn sheller.

The Neola Elevator Co. is having its eltr. at Wauke, Ia., repaired.

Harry Percy of Exira has engaged to run an eltr. at Morse, Grundy Co., Ia.

The Weare Commission Co. of Chicago has opened a branch house at Iowa Falls, Ia.

C. T. Sidwell of Florence is trying to organize an elevator company at Clarion, Ia.

J. J. Knoll & Co. will put an improved Hall Distributor in their eltr. at Chapin, Ia.

B. C. Hemphill has succeeded I. L. Pat-ten & Co. at Dexter, Ia., on the C., R. I. & P.

J. H. Hinze has succeeded Wolf & Hinze at Grainville, Ia., on the C. & N. W. Ry.

W. J. Dickman has succeeded F. Caspary at Maple River, Ia., on C. & N. W. Ry.

Geo. H. Barber, Hawarden, Sioux Co., Ia.: We read the Journal with pleasure and profit.

The Schley Grain Co. has succeeded Robert Ivers at Persia, Ia., on the C., M. & St. P. Ry.

The Wheeler Grain Co. has succeeded Frank Weimer at Ledyard, Ia., on the C. & N. W. Ry.

H. B. Kling of Mathews & Kling, Woodbine, Ia., has gone to California for a six months' stay.

J. A. & W. Ketchen have succeeded Hardie & Ketchen at Raleigh, Ia., on the C., M. & St. P. Ry.

The Atlas Grain Co. of Chicago has succeeded S. S. Hanson at Collins, Ia., on the C., M. & St. P. Ry.

The Era Grain Co. at St. Ansgar, Ia., has put in a gasoline engine and is making other improvements.

The Neola Elevator Co. is to start a lumber yard in connection with its grain business at Herndon, Ia.

The Mill Owners Mutual Fire Insurance Co. held its annual meeting at Des Moines, Ia., January 22.

Al Chaney and Geo. Arnold have purchased the eltr. and grain business of D. N. Dunlap at Massena, Ia.

It is rumored that J. J. Nagle will erect an elevator on the five acres he recently purchased at Dubuque, Ia.

The smoke stack at the elevator of Codner & Fye at New London, Ia., was blown down Jan. 6, and badly damaged.

The Neola Elevator Co. has succeeded F. J. Turner at Fonda, Ia., and A. R. Mead at Linden, Ia., on the C., M. & St. P. Ry.

A branch house is to be opened at Eagle Grove, Ia., by the Weare Commission Co. of Chicago with James Catherwood in charge.

A. S. Ibach has succeeded C. A. Pfunds with the Clinton Grain Co. at Woden, Ia. Mr. Pfund will go into the home office at Clinton.

The Neola Elevator Co., which has purchased the elevator of the McFarlin Grain Co., at Jefferson, Ia., has retained J. M. Munsinger as manager.

Christie & Sherret, Wiota, Ia., Jan.

17: Some corn moving here, quality not very good; husking not all done, our October crop is largely gone to market.

John J. Spindler, for eleven years cashier of the bank at Avoca, Ia., has become a stockholder and located at Moberly, Mo., as secretary and cashier of the Missouri Grain Co.

The elevator at Buck Grove, Ia., owned by the Atlas Elevator Co., was burned Jan. 12. In rebuilding, the steep bank along the railroad track will be used to advantage, the dumping and loading to be done by gravity.

The elevator of the Spencer Grain Co. and the warehouses of the Hunting Elevator Co. and Gilchrist & Co., together with 92,700 bus. of grain, were burned Jan. 21, at McGregor, Ia. The loss is about \$100,000, well insured.

The grain elevator of D. N. Dunlap at Fontanelle, Ia., was destroyed by fire Jan. 11. The quantity of grain on hand is not exactly known but everything was consumed. The elevator had a capacity of 15,000 bus. Loss \$10,000; covered by insurance.

The Great Western Cereal Co. will rebuild its elevator at Ft. Dodge, Ia., which was burned recently. The elevator contained over 100,000 bushels of oats, some of the least damaged is being sent to Chicago, the rest is being sold to farmers for feeding purposes.

Meyer & Koch Co., Calmar, Ia., Jan. 19: Small grain short crop and considerably damaged; about one-third in farmers' hands yet to be marketed; corn quite poor on the average, some early planting good but not much of it; are shipping in corn from southern Iowa, Kansas and Missouri.

Geo. W. Sissel, Tipton, Ia., writes: I am well pleased with the Grain Dealers Journal. We built an elevator here this season and went to the Journal to see who had machinery, and what kinds, to sell, and we got nearly all of our machinery out of selections made from its advertisers.

## KANSAS.

Armon & Regnor Co. has succeeded C. H. Sowle at Bently, Kan.

Neill & Beyer, Arrington, Kan., will put in a new corn sheller soon.

L. P. Pierce will build a large elevator and store room at Lomando, Kan.

Thornsternberg Grain Co., Lindsborg, Kan., will enlarge its elevator for the new crop, putting in some new machinery.

Jos. Jackson of Lincoln County, Kan., is said to be a candidate for appointment as state grain inspector, to succeed B. J. Northrup.

W. J. Mann of Wichita has gone to Kansas City to take a position with A. C. Davis & Co., whose headquarters are at Topeka, Kan.

Riner & Waltz, who operate a bucket shop at Wellington, Kan., have been threatened with a law suit by several parties who claim to have been worsted in settlements on grain deals.

F. D. Coburn, secretary of the Kansas department of agriculture, has been appointed chief of the live stock exhibit at the St. Louis World's Fair. Mr. Coburn has retired from the board of regents of the Kansas College of Agriculture.

The Wichita Board of Trade has started a movement to have the legislature amend the session laws of 1901, to compel railroads to furnish cars to shippers. A circular letter to all grain dealers, millers and commercial organizations in the state has been issued, asking their



co-operation in getting the bill thru the legislature.

### KENTUCKY

The Ballard & Ballard Co. of Louisville, Ky., are erecting a warehouse and grain elevator.

The Burgin Elevator Co. of Burgin, Ky., has leased the Burgin Roller Mills for a limited period and will buy if terms are satisfactory; if not it will erect its own mill on ground adjoining the elevator.

### MARYLAND

The Hoods Milling Co., Hoods Mills, Md., will erect a 25,000-bu. steel storage tank before the new crop is ready.

Wm. F. Wheatley, secretary of the Baltimore Chamber of Commerce since 1867, has been elected president of the City Trust & Banking Co., of Baltimore, Md., and will retire from his present position.

The Chamber of Commerce of Baltimore, Md., has adopted a resolution favoring the creation of a United States department of commerce, and indorsed the circular favoring international arbitration, which has been issued by the conference at Mohawk, N. Y.

The contract for the rebuilding of elevator No. 3 for the B. & O. Ry. at Baltimore, Md., calls for its completion in six months from Jan. 7. The depth of the bins has been increased to a uniform depth of 70 feet, which will add capacity for 150,000 bus. The elevating and shipping capacity has been increased also.

The candidates on the regular ticket for five directors for the Chamber of Commerce, Baltimore, Md., are: J. Collin Vincent, J. Murray Maynadier, Wm. H. Hayward, Richard H. Diggs and P. Gough Edelen. A "members ticket" has been posted in opposition giving the following candidates to be voted for at the annual election, Jan. 26: Robert Ramsey, J. Hume Smith, Wm. M. Knight, J. Collin Vincent and Frederick Megenhardt. It is generally expected that James C. Gorman will succeed Chas. C. Macgill as president.

The members of the Chamber of Commerce of Baltimore, Md., held a meeting Jan. 20, to discuss the failure of the railroads to haul promptly to Baltimore the western shipments of grain. The president, C. C. Macgill, says that some of it has been on the road for two months and has not yet arrived, altho the usual time is only about five days. The grain is mostly for export and ships have had to wait over their leaving time, paying demurrage after three days, which on a vessel having 200,000-bu. capacity is \$200 a day.

### MICHIGAN.

A large warehouse filled with grain and provisions was burned Jan. 19 at Palmer, Mich.

Fred Simmons, president of the Board of Trade of Detroit, Mich., has gone to Florida for the winter.

The Linden Cereal Co. has been formed at Benton Harbor, Mich. Pres., Geo. R. Dater; vice-pres., W. F. Sesser; Sec., R. E. Lee.

Geo. Colby has purchased the interest of James Cuttall, his partner, in the Potterville Elevator Co. at Potterville, Mich., and on Jan. 10 took charge.

J. A. Heath of The Richmond Elevator Co., Lenox, Mich., writes that Mitchell Bros. will erect an elevator, flour and feed mill at Custer, Mason Co.

The Price Cereal Food Co. has bought out the Try-a-Bita Co., at Battle Creek, Mich. It is incorporated under the laws of Illinois and New Jersey with a capital stock of \$3,000,000.

O. W. Leoffler, Mgr. Wallace Elevator, Bad Axe, Mich., Jan. 12: In our locality grain is moving very slowly, a poor article at that; I am of the opinion that the crops are two-thirds marketed; beans are coming to the market in bad condition and it behooves the dealer to market them satisfactorily; the corn crop is a total failure, corn being shipped in.

The Michigan crop report as issued by Fred M. Warner, secretary of state, Lansing, Mich., under date of January 12, 1903, states that the number of bushels of wheat reported marketed by farmers in December at the flouring mills is 241,248, and at the elevators, 101,714, or a total of 342,962 bushels. Of this whole amount, 205,283 bushels were marketed in the southern tiers of counties, 111,319 bushels in the central counties, and 25,360 bushels in the northern counties. The total number of bushels of wheat reported marketed in the five months, August-December, is 2,165,798, which is 371,889 more than reported marketed in the same months last year. The total amount of wheat shipped by railroads from the various stations, as reported for November, is 75,564 bushels.

### MINNEAPOLIS

The Minneapolis Independent Stock and Grain Exchange is now receiving quotations from the Chicago Open Board.

Wm. G. Ainsworth, mgr. of the St. Anthony Elevator Co., Minneapolis, was married Jan. 14, to Miss May Strong of St. Paul.

The Calumet Grain Co. of Minneapolis has leased the Douglas linseed oil plant and will use it to store grain. The plant has a storage capacity of about 200,000 bus.

Jas. S. Bell and John Washburn of the Washburn-Crosby Co., Minneapolis, are in Buffalo, N. Y., and their object is said to be to negotiate for a site for a mill and elevator.

John Washburn, ex-pres. of the Chamber of Commerce, and James S. Bell, both of the milling firm of Washburn-Crosby Co., Minneapolis, Minn., were injured in the wreck on the Great Western road, near Freeport, Ill., January 22.

The Barnett & Record Co., Minneapolis, has the contract for the erection of a 50,000-bu. brick storage tank for the Royal Milling Co. at Great Falls, Mont. The company has just completed the 500,000-bu. additional fireproof storage tanks for the St. Anthony Elevator Co. of Minneapolis.

### MINNESOTA.

The Minnesota Malting Co. has closed its elevator at Rice, Minn.

Mark Burnham, grain buyer at Conger, Minn., committed suicide at Albert Lea, Jan. 15.

Wm. Clark, buyer for the Minneapolis & Northwestern Elevator Co. at Argyle, Minn., died recently.

N. Johnson, Gibbon, Minn., is putting in a No. 4 Monitor Cleaner and a No. 8 Bowsher Feed Mill.

Northern Minnesota and North Dakota dealers should get together, organize and promote their common interests.

It is said that the farmers' elevator at Goodhue, Minn., will be moved in the spring to land on the line of the C., M. & St. P. Ry.

The Red Wing Malting Co. is build-

ing an addition to its eltr. at Rice, Minn., and will put in a larger engine and handle flour and feed.

Thos. Maley, manager at Goodhue, Minn., writes that the Home & Export Mill Co. of Goodhue expects to be ready for business in a short time.

A bill has been introduced into the Minnesota legislature for an act to prohibit bucket shops and bucket shopping within the state. Hurrah for Minnesota.

An attempt was made to burn the eltr. of the Independent Elevator Co. at Kragness, Minn., Jan. 1, and the agent, Ed. Buckmaster, is missing. How much grain in the house?

The officers of the new North Star Grain Co., incorporated at Springfield, Minn., are: Pres., Wm. A. Anderson; vice-pres., H. R. Soot; Sec., Walter Blackman; Treas., K. E. Mo.

Peter, J. E. and Chas. Doffing and Hubert Gores have purchased the plant of the Miller Elevator Co. at Hastings, Minn., possession to be given as soon as the grain, about 120,000 bus., has been shipped.

The grain commission and stock brokerage firm of Chas. E. Lewis & Co. of Minneapolis has been dissolved. The business will be carried on by Chas. E. Lewis and John E. Fritsche under the old firm name.

W. H. Bovey of Minneapolis has purchased the interest of the Wilford Mfg. Co. in the plant of the Minnesota Flour Mill Co. at Stillwater, Minn., and will enlarge the mill, erect an elevator and put in a power plant.

The Duluth Board of Trade, in meeting, unanimously approved of the Wilson resolution which has been introduced into the Minnesota senate for the purpose of memorializing congress in favor of free trade relations with Canada.

A farmers' co-operative eltr. company has been organized at Hampton, Minn., with \$10,000 capital. The officers are: J. B. Kranz, Pres.; Jorn Theis, vice-pres.; V. F. Rother, Sec.; Henry Schaeffer, Treas.; and J. J. Giefer, Mgr.

The annual meeting of the Duluth Board of Trade will be held Jan. 27. The expected successful candidates for election are: Ward Ames, Pres.; E. N. Bradley, vice-pres.; A. W. Frick, Geo. Spencer and D. T. Helm, directors.

The Board of Trade of Duluth, Minn., on Jan. 17, unanimously adopted a resolution asking the nine members of the legislature from that district to favor and work for the reciprocity resolution introduced into the state senate by Senator Wilson of Minneapolis.

The Farmers Elevator Co. of Faribault, Minn., held its annual meeting January 14. The report showed that during 1902 there was a shortage of 5,772 bushels of oats. This was accounted for by the statement that most of the grain was brought without being cleaned by the farmers and the dockage was not sufficient to make up the loss for dirt taken out in cleaning at the elevator.

In southern Minnesota grain buyers for Minneapolis companies are complaining of Chicago competition. Chicago buyers are getting the wheat away from them, although wheat in Minneapolis is at a premium over Chicago. They account for it by asserting that Chicago gets a concession from the railroads, who want the long haul. Some Minneapolis commission companies have taken their traveling men off in that territory. Although the crop was not large in southern Minnesota, and the quality was poor, Chicago seems to want the grain.—Commercial West.



**MISSOURI.**

Plenty of scoop shovelers on the Missouri Pacific near Corder, Mo.

Stanley Winterbower has started on the road for J. Mullally Com. Co.

Cobb & Varner of Odessa, Mo., are shipping corn in the shuck to Texas.

Horstman & Frerking of Alma, Mo., have put in a new gasoline engine.

A membership in the Kansas City Board of Trade sold recently for \$2,500.

Wm. Pollock Mill & Elevator Co. of Mexico will build an elevator at Keytesville, Mo.

Leach Bros. Grain Co., Salisbury, Mo., is converting its warehouse into a 10,000 bus. eltr.

T. P. Ewan, a member of the Board of Trade of Kansas City, Mo., is recovering from typhoid fever.

One of the most artistic calendars of the year is being sent out by Funsten Bros. & Co. of St. Louis.

The American Hominy Co. has completed arrangements for the rebuilding of its plant at St. Joseph, Mo.

When in the market for seed read our "Grain For Sale" department, under the head of Grain Dealers Exchange.

A. D. Wright has succeeded W. L. Garrett as manager of the Board of Trade clearing house at Kansas City, Mo.

Hathaway-Keath Seed & Produce Co., Mexico, Mo., has put in another Clipper mill and a 12-h. p. gasoline engine.

G. A. Frerking, Corder, Mo., Jan. 19: Lots of snap corn being shipped to Texas at same price as shelled; growing wheat looks well.

Savage, Miles & Co. have just completed an office, scales and two new corn cribs at Laclede, Mo., and will probably build an elevator.

Culbertson & Romans have sold their grain business, sheller and cribs at Benton City to Mr. Powell, station agent for the Wabash at Martinsburg, Mo.

C. A. Wilder, Laddonia, Mo.: We had a big oat crop but nine-tenths of it has been shipped. About two-thirds of the corn has been brot to market.

The elevator of the Flanagan Mill & Elevator Co., at Rich Hill, Mo., will have a capacity of 100,000 bus.; the cereal mill will have a capacity of 400 barrels of flour daily.

Savage, Miles & Co., Laclede, Mo., Jan. 21: Corn now all gathered and farmers are marketing rapidly; in thirty days all the surplus will be moved from this immediate locality.

The Fisher Grain Co., St. Louis, has not discontinued business. Mr. Cochrane and Mr. Catlin have withdrawn, but the business will be continued as heretofore by C. V. Fisher.

E. P. Peck has sold his grain business at Carlow, Mo., to Sutherland & Bumgarner, who have placed L. V. French in charge as buyer. They are also buying at Lock Springs and Sampsel.

The Russell Grain Co. has been incorporated at Kansas City, Mo., with \$7,500 capital stock. Incorporators are: Erskine B. Russell, Eliza B. Russell, James N. Russell, Wm. G. Ligget and Bert Sheldon.

The William T. Kemper Elevator Co. has been incorporated at Kansas City, Mo., with a capital stock of \$100,000. Incorporators are: Wm. T. Kemper, Bruce Inman, H. J. Dffenbaugh, R. D. Paxton and W. O. Thomas.

Missouri dealers cannot expect to realize fair profits in the grain business until they together support the association to abide by its regulations. Then will the business warrant their providing improved handling facilities.

There seems to be no doubt that the Kansas City Board of Trade will amend its rules so that consignors to that market will not be required to guarantee grades until the elevator man or miller chooses to unload the car.

The Hurd Rice Milling Co. has been incorporated at Kansas City, Mo., with \$100,000 capital stock. Incorporators are B. D. Hurd, W. H. Winants, Jos. O'Leary and Frank J. Buckingham of Kansas City, and Albert Barnes of Decatur, Ill. The mill of the company is now being built.

The Moffat Commission Co. has received from Overbrook, Kan., what is thought to be the largest carload of corn ever shipped to Kansas City, Mo. The car, a Pennsylvania steel car, came in over the Missouri Pacific and contained 110,000 pounds of No. 3 white corn, or nearly 2,000 bus.

A Board of Trade is being organized at St. Joseph, Mo., and the following grain men and feed buyers at St. Joseph have pledged themselves to become members as soon as the organization is completed: T. P. Gordon, R. M. Davis, H. S. Riley, Isaac Motter, Van Whittaker, Harry Lichtig, H. A. Suter, W. H. Harroun, W. M. Whimple, W. H. Hendrick, George H. Wyatt, R. E. Creel, J. R. Penny, Jr., J. L. Kurby, S. P. Broughton, William Burke, Charles S. Shepherd, G. I. Gann, Paul J. Matthews and J. L. Frederick.

At the annual election of officers for the St. Louis Merchants Exchange, the following were elected: Pres., T. R. Ballard; first vice-Pres., Wm. A. Gardner; second vice-Pres., Charles H. Huttig; directors, C. J. Tansey, John E. Geraghty, Henry R. Todd, Edward A. Faust and Edward Devoy; committee on appeals, James M. Gettys, Hugh J. Brady, John B. Slaughter, Henry Schultz, Samuel Plant, C. W. Blow, John M. Gennett, M. J. Connor, Joseph L. Penny, Chas. J. Quesnel, W. H. Karns and Richard Wardrop; committee on arbitration, William C. McCoy, Charles P. Senter, R. C. Napier, C. L. Carter, Fred A. Sieving, M. L. Smithers, Otto A. Orvis, Robert Pommer, Julius Vogeler and Parker Saunders.

The annual election of officers for the Kansas City Board of Trade was held January 6. The following were elected: Officers—B. C. Christopher, Pres.; W. A. Moses, first vice-Pres.; W. C. Goffe, second vice-Pres.; E. D. Bigelow, Sec.; W. H. Winants, Treas. Directors—(One year) M. S. Grier, W. A. Hinchman, Otto Swaller, J. H. Tomlin, J. E. Seaver, T. L. Ewan; (two years) H. F. Hall, J. A. McLiney, F. A. Talpey, A. L. Ernst, R. J. Thresher, A. J. Poor. Arbitration committee—R. P. Hamm, John Selion, F. E. Essex, W. H. Slater, P. F. Lucas. Transportation committee—G. S. Carkner, M. S. Grier, J. G. Peppard, H. J. Dffenbaugh, W. A. Hinchman. Appeal committee—Alfred Hertz, E. O. Bragg, A. R. Peirson, Thos. F. McLiney, Ashby Woodson.

**NEBRASKA.**

The Floyd Campbell Grain & Commission Co. has discontinued business at Beatrice, Neb.

An improved Hall Distributor has been put in the elevator of Wells-Abbott & Neiman at Primrose, Neb.

The new house of the Omaha Elevator Co. at Spalding, Neb., will have an improved Hall Distributor.

A. R. Kinney, who has been traveling salesman for the Crete Mills, Crete, Neb., resigned the first of the year.

A. L. Johnson, president of the Crete

Mills, Crete, Neb., has gone to California with his family for his health.

The Argo Starch Works have begun operations at Nebraska City, Neb., and are using 4,000 bus. of corn daily.

The Cedar Rapids Improvement Co. will place an improved Hall Distributor in the new elevator at Primrose, Neb.

M. J. Wagey, agent Crete Mills Elevator, Crete, Neb., Jan. 5: Not much grain moving around Crete on account of the decline in prices.

A farmers' commercial association has purchased the elevator of H. C. Hart at Edgar, Neb., and will begin buying grain at once. The price was \$4.250.

S. M. Blythe of Blue Springs, Neb., has been compelled to stop buying grain for a short period, as his elevator is full to the driveway, and he could not get cars fast enough to unload.

A bill has been introduced into the Nebraska state legislature to compel railroad companies to furnish equal facilities to persons desiring sites for elevators, and provides a fine of \$1,000 for violation of the law.

The Nye-Schneider-Fowler Co. at Arlington, Neb., is moving its old elevator, that has not been used for years, up close to the elevator now in use and will make all necessary repairs and put it into use as soon as possible.

At the annual meeting of the Omaha Board of Trade held January 12 the following officers were elected: Pres., John S. Brady; first vice-Pres., H. E. Palmer; second vice-Pres., W. N. Nason; Treas., H. F. Cady; Sec., L. C. Harding.

A meeting of Nebraska grain dealers was held at Omaha, Neb., January 14. Those in attendance seemed to think that they were not receiving proper treatment at the Kansas City market, both in regards to the grading and docking of grain. It being claimed that grain shipped to that market was inspected and then held for some time on the tracks, that the grain was then reinspected before being placed in the elevators and in many instances has greatly deteriorated because of the delay. A committee, consisting of Frank Fowler of Fremont, T. D. Worrall of Lincoln and C. W. McConaughy of Woolridge was appointed to visit Kansas City.

**NEBRASKA LETTER.**

Mr. Humble, manager of the Carleton Grain Co., of Carleton, Neb., died Jan. 13.

Wm. Rundberg of Ong, Hildreth and Campbell, and Dan Bourke of Springfield have recently joined the Nebraska Grain Dealers Association.

A special meeting of the Nebraska Grain Dealers Association was held at Omaha, Jan. 14. This was the largest attended meeting of this association ever held at this point. None but members of the association were admitted to the meeting, and but one representative from each firm. The meeting lasted but one day.

A very high wind prevailed in Nebraska Jan. 2, doing considerable damage to empty cribs, of which there are many standing in Nebraska this year. The Hayes-Eames Elevator Co. had cribs blown over and elevator injured at Giltner and Adams. Railsback Bros. of Ashland lost the smoke stack of their new elevator that was recently built. In falling the stack did considerable damage to the cleaning machinery.

The Nebraska legislature that has been in session but ten days, has already begun "sticking pins" into the grain dealer and his interests. Two measures have been introduced; one the ever-objection-



able landlord lien law, and another an attempt to compel railroads to grant sites wherever asked on their right-of-way, and to compel an equal distribution of cars between grain dealers and farmers. To carry the bill still further into the ridiculous, a fine of \$1,000 for each offense is to be imposed upon the railroad for each violation. Suffice to say, that neither measure will receive very serious consideration, one from the fact that it is unconstitutional in its purport, as it practically confiscates the property of the railroad company, and the other because the member introducing it was so ashamed of the effort, that he hid himself behind the statement, coupled with the title of the bill, "by request." However, the measures will require vigilance, the only result in the end being that they "make more work for the undertaker."—E. C.

### NEW ENGLAND.

W. E. Livingston will have charge of the grain department of the Lowell Coal Co., Lowell, Mass.

The Marlboro Grain Co. has succeeded Dadmun & Steele at Marlboro, Mass., Mr. Dadmun having retired.

Chas. W. Estes of Spencer has succeeded R. J. Sacket as traveling auditor for the Cutler Co. of North Wilbraham, Mass.

Goding Bros., formerly at East Dedham, have bought an elevator at North Easton, Mass. E. D. Palmer & Co. have succeeded Goding Bros. at East Dedham, Mass.

During the week ending Jan. 17, Boston, Mass., shipped 16,000 bus. of wheat to Genoa, Italy. This is the first time that grain has been shipped from Boston to Italy direct.

The grain elevator of Walbridge & Taylor at Peterboro, N. H., was burned Jan. 15, causing a loss estimated at about \$6,000. Little grain was in the elevator at the time of the fire.

### NEW YORK.

Farrington Bros. have just completed an elevator and storage bins at Syracuse, N. Y.

E. W. Cady & Co., formerly of Trumansburg, have moved their main office to Ithaca, N. Y.

Wm. Hartly Dole, a former grain merchant in New York City, N. Y., died in Brooklyn Jan. 5, aged 67 years.

The Hopkins Food Cereal Co., of Buffalo, N. Y., has been incorporated under the laws of Delaware, with \$50,000 capital.

The Knickerbocker Milling & Grain Co. of Albany, N. Y., will increase the capacity of its warehouse and make many improvements.

A. L. Watkins, mgr. The Hygienic Food Co., Battle Creek, Mich., has purchased land and buildings in Buffalo, N. Y., and will shortly move the plant to that city.

R. E. Elwell, New York, writes that "New York has had an unusually good grain trade for December and January, and it will continue just as long as high prices are sustained."

The directors elected for the coming year by the Frontier Elevator Co., Buffalo, N. Y., were: Gustave Fleischmann, James Davidson, Leonard Dodge, Chas. H. Donaldson, P. P. Miller, H. M. Gerrens and Chas. G. Worthington.

A new company has been incorporated to do a general commission business under the old firm name of Gustav A. Jahn & Co., commission merchants and dealers in rice, sugar and coffee, New York City, N. Y. Capital stock, \$50,000.

At the annual election of the Electric Grain Elevator Co., Buffalo, N. Y., the following new directors were elected: Ormsby M. Mitchell, Montclair, N. J., R. Muller and Yale Kneeland of New York, Franklin Kneeland of Brooklyn, and E. W. Eames of Buffalo.

The Eldad Milling Co., Buffalo, N. Y., is rebuilding its mill which was nearly destroyed by fire some time ago. The new building will be used for the present principally as a track transfer elevator. It has a capacity of 50,000 bushels, but later more capacity will be added by building steel tanks.

The Archbold Milling Co. of Archbold, Ohio, is posted on the Merchants Exchange at Buffalo, under the rules of that association, to the effect that members are proscribed from doing business with concerns having unadjusted difficulties or disputes with any member of the exchange. As the rules also provide for the suspension of members violating the rule it is not likely that the business of this concern in Buffalo will be large. The Exchange provides a reference committee and all matters in dispute must be arbitrated or settled. This is fair, reasonable and in keeping with the letter and spirit of the declarations of the National and the different state associations in favor of arbitration.

### BUFFALO LETTER.

Only 200,000 bushels of grain (wheat) is now afloat, though there is about 800,000 bushels of flaxseed still floating.

William G. Heathfield of the grain and feed firm of Heathfield & Washburn is just getting back to business from a lay-off with a broken arm, received in a runaway while on a business trip to Peoria.

Chief Weighmaster Shanahan has posted a letter on 'Change asking for memoranda of western weights of cars that he is to weigh here, so that comparisons can be made and shortages can be investigated at once.

The annual report of the Merchants' Exchange inspection department shows the following handlings: Cars inspected on track 18,997; cars inspected out of store, 17,773; bushels inspected into store, 10,649,791; bushels inspected out of store, 10,717,518. The work of this department has been much lighter than it is expected to be on account of the great scarcity of corn and wheat.

The grain dealers are much pleased with the quality of corn coming in on track and say that this market is drawing from the very best crop section. And half of it is up to option-delivery grade, which is said not to be the case in any other market. Oats, though, are not improving, so that the dealers and especially the cereal mills are taking all sorts of measures to get supplies.

Lake vessel owners are not pleased with the outlook, as ore rates are likely to be as low as they were last season and there will be no improvement in anything unless it be grain. Still the fleet will go on in hope of something unexpected, as sometimes happens. In September, 1891, when the Eddy-Shaw steamer Pope came out, it delivered three cargoes (300,000 bushels) of Duluth wheat in Buffalo at 10 cents a bushel and earned about 35 per cent of its cost that fall.

John D. Shanahan, for some years chief grain inspector of the Merchants Exchange, has received the added appointment of chief weighmaster. Such a demand has sprung up for this new service that it could not be ignored; and Mr. Shanahan's excellent work in the inspec-

tion department pointed him out as the proper man for the place. The charge for the work will be 35 cents a car. The estimate is that at least 10,000 cars a year will come in for weighing on the Lake Shore and Nickel Plate roads alone.

Barley men are very active this winter, every malthouse in the city but one being active at full capacity. The reciprocity idea is being pushed in every possible way. The Merchants Exchange has about 75 conventions booked, but a barley dealer notes that reciprocity with Canada would benefit the city much more than the whole of them in a year.

Lack of cars still is complained of, tho one elevator owner would be glad of a good storm just now to enable him to hold a lot of grain that has been ordered shipped out at once, but the weather is good.

The Buffalo Merchants Exchange has adopted new rules to govern option trading, going into effect Jan. 19: "The delivery contemplated on all contracts made on the floor of the Exchange for future delivery shall be grain entitled to the 'at-and-east' rate. 'All-rail' grain may be delivered on contracts when the billing on such grain be made to equalize with the 'at-and-east' rate to interior New York rate points on such grain in effect at time of delivery. Provided, however, that such equalization be made at the time of delivery and the buyer to have the privilege of demanding and receiving local-billed grain."

The Merchants Exchange election, held Jan. 14, resulted in the election of Leonard Dodge, manager of the Frontier elevator, Pres., the only other member of the grain trade elected being Secretary P. G. Cook of the elevating association, trustee. J. H. Lascelles (banking) for treasurer, was as usual, on both tickets. The Exchange is on an excellent footing, both as regards popularity and financial standing, having about 1,200 members and engaging actively in all public enterprises.—J. C.

### NEW YORK LETTER.

Receipts of grain in New York city at present are away below the average, the arrivals of oats being considerably less than the consumptive demand. This condition enables the dealers who have good stocks to realize nice profits on their local sales, but it doesn't lessen their anxiety about the situation that is likely to prevail a few weeks hence. The oat crowd made liberal purchases when it was clear the market was in for an advance and in many instances these purchases have either not been shipped or have been in transit for six weeks and more.

What is now feared is, that the bulk of the oats in transit will arrive here in a bunch, or in such quantities as to swamp the market and depress values. The western stations that consigned their oats to the New York market just before the Christmas holidays, and got their stuff through without annoying delays, have been realizing handsome prices on sales. But those who rushed their holdings forward about the first of the year are on the anxious seat, for grain is not getting through and there's no telling when it will arrive. A day or two ago a shipment of corn arrived from St. Louis which had been on the road fifty-six days. Exporters who bought corn around December first, for prompt shipment, to fit deliveries for vessels sailing from New York before Jan. 15, were forced, in some instances, to buy spot corn at a premium in order to fill their contracts.



The eastern buyer, while impatient over delayed shipments, fully appreciates the seriousness of the car famine and has not been disposed to hold the shipper up in cases where it was manifestly impossible to make shipment within contract time.

The bulk of the offerings of western grain to the New York market are now being made for "twenty-days' shipment," or, "as fast as possible," or, "prompt but subject to transfer delay."

The meaning of this last clause in a contract is susceptible to more than one construction and is likely to result in some serious misunderstandings, between buyer and seller, later on. One prominent buyer here claims that the "transfer delay" simply means a reasonable allowance of time for transferring the grain from the car of one railroad company into the car of a connecting line. A western shipper writes that the clause "prompt shipment, subject to transfer delay," means that the grain was tendered the railroad within the specified, prompt (10 days), time and that the "transfer delay" part includes all the time required to secure the necessary cars and load or transfer the grain into them from the elevator. According to the shipper's view, the time of transfer delay would depend entirely upon the exigencies of the car situation. This is a question that may have to be settled in court.—Kkbkr.

## NORTH AND SOUTH DAKOTA

Edward Brenne, grain dealer, at Sioux Falls, S. D., died recently.

The elevator of the Atlas Elevator Co. at Doland, S. D., was burned Jan. 17.

The Farmers Elevator Co. of Mt. Vernon, S. D., has bought an improved Hall Distributor.

The Tri-State Grain Growers Association held a four days' session at Fargo, N. D., beginning Jan. 19.

The Updike Grain Co. has equipped its new elevator at Bonesteel, S. D., with an improved Hall Distributor.

J. W. Kraft has bought of Geo. J. Morton the grain elevator at Groton, S. D., of which he has been the manager for the past year.

Henry Hanson and his brother are building a large elevator at Killarney, N. D. Mr. Hanson is traveling auditor for the Rothschild Grain Co.

McKee & Minthorn of Bradley have purchased the elevator of the Bagley Elevator Co. at Garden City, S. D., and will soon have it open for business.

L. N. Grill has purchased a site on the C., M. & St. P. at Elkpoint, S. D., and in the spring will erect a large elevator. He is planning to establish a line of elevators in that vicinity.

A large grain elevator at Des Lacs, N. D., together with its contents, was destroyed by fire Jan. 23. The fire was caused by two freight trains running into one another, fire starting from the wreckage.

O. B. Tausan, manager for the Peavey Elevator Co. at Barlow, N. D., is a claimant against the French government for \$8,000,000. It seems that Tausan's uncle, who served in the French army, left a large fortune in the care of the French government, and that a settlement has never been made to the heirs.

A concurrent resolution has been introduced in the North Dakota legislature providing for the appointment of a joint committee to confer with the West Superior Board of Trade and the Wisconsin legislature as to the adoption of measures bearing on grain inspection.

This is the outcome of agitation against Minnesota grain inspection, in which the charges of unfair grading of grain have been made against Duluth and Minneapolis.

The business of the line elevators is considerably better this season than last. Last season the Farmers elevator took in the biggest share of the wheat marketed here, but now even prominent stockholders of that concern are patronizing the old houses. Even directors of the Farmers house are said to have been hauling wheat to the other elevators recently. What peculiar people farmers are to go back on their own concern so soon after it was started under such extremely favorable circumstances. If they don't stand up for themselves, who will?—Aberdeen (S. D.) News.

## NORTHWEST.

Benepe-Owenhouse Co. of Bozeman has built an elevator at Belgrade, Mont. Beebe Grain Co., Butte, Mont., Jan. 8: Montana oats are the finest in the United States; we sent ten cars to Tennessee this winter and ship regularly to Colorado and Utah points.

## OHIO.

W. S. Reese of North Baltimore, O., has sold out his grain business.

The Amanda Milling Co. has leased Balthaser's elevator at Amanda, O.

Dudley & Co., Glenmore, O., are going to build an addition to their elevator.

A meeting of the grain dealers of northwestern Ohio was held at Fremont, O., Jan. 9.

Wm. Farris is now operating the elevator at Farrington, near Piqua, O., on a yearly contract.

The Northwestern Ohio Grain Dealers & Millers Association held a meeting Jan. 21, at Fremont, O.

Samuel Wellbaum of Rudy & Wellbaum, Covington, O., will move to Covington from Jimtown shortly.

Mr. Good of Risser & Good, Jenera, O., has organized a farmers bank and has taken the position of cashier.

E. H. Culver was unanimously re-elected chief grain inspector at Toledo. he has retained all of his assistants.

I. F. Halstead has placed a feed grinder in the addition to his elevator at Hocking Valley, near Columbus, O.

Smith & Cunningham will operate the elevator at Arcadia, O., which has been purchased by Edward Huss, for \$3,000.

Nutt, Allen & Co., St. Johns, O., write: The Runkle Grain Co. has succeeded the firm of Runkle & Sons, at St. Johns.

Thos. A. Taylor, president of the Northwestern Elevator & Mill Co., Toledo, O., has gone to Redlands, Cal., for his health.

A. D. Behymer has purchased the elevator of Straker-Miller & Co., at Osgood, O., and is now the only dealer at that place.

The loss of the National Milling Co., Toledo, O., has been adjusted and the damaged grain sent to, and sold by, the Toledo Salvage Co.

Oliver Sullivan is not in the grain business at New Carlisle, but at Browns Station on the Big Four Ry., with headquarters at Rex, O.

Gage & Oldaker, the Hocking Valley Elevator Co., Delaware, O., have dis-

solved partnership, P. W. Gage becoming proprietor of the business.

Emanuel A. Snyder has bought the elevator and mill owned by A. C. Bell & Co., at Circleville, O. The elevator is operated by The Crites Milling Co.

F. R. Southard & Co. of Toledo have purchased the interest of Mrs. Anna Davis in the elevators at Grand Rapids, O., formerly owned by H. A. Davis.

W. S. Oglesbee is not at Lumberton but at Wilmington, O., where he has an elevator with a capacity of 4,000 bus., at Mt. Pleasant Station on the D. S. R. R.

Wm. Ridenour of Woodfield and Herbert Curtland of Defiance have formed a partnership to go into the grain business, and will build an elevator at Defiance, O.

E. L. Emrick is running a scoop shovel business at Tadmire, O., on the C., H. & D. R. R. It is reported that he is the agent of Broomhall & Emrick, lawyers, at Troy, O.

Citizens of Xenia, O., have made a complaint to the city council because a switch has been put across the sidewalk to the elevator of F. C. Trebein. What do the farmers say?

C. B. Early & Co. have not been in the business at Port William, O., for several years, having been succeeded by Harrison & Wright, who in turn have been succeeded by Orlando Linkhart.

The elevator and grain warehouse of Ireton Bros., at Van Wert, O., were burned Jan. 17. The elevator was filled to its full capacity, and the loss is estimated at \$68,000. Insurance, \$20,000.

H. W. Updike of T. D. Updike & Co., Centerburg, O., writes: After having carefully read the Grain Dealers Journal thru I have come to believe that it is the best grain man's report before the public of to-day.

President Churchill of the Toledo Produce Exchange has appointed the following standing committees for the ensuing year: Transportation—W. H. Morehouse, F. O. Paddock, W. H. Bergin. Quotations—F. I. King, W. K. Worts, F. W. Jaeger. Telegraph—F. J. Reynolds, C. S. Burge, F. W. Jaeger. Elevators—C. L. Cutter, W. K. Worts, F. I. King. Rules—W. R. Worts, F. O. Paddock, E. W. V. Kuehn. Claims—F. O. Paddock, J. J. Coon, W. H. Morehouse. Weight—F. W. Jaeger, Otis Beverstock, W. H. Morehouse. Wheat inspectors—J. J. Coon, F. I. King, F. O. Paddock, F. J. Reynolds, C. L. Cutter, W. R. Worts, L. S. Churchill. Corn, oats and rye inspectors—W. H. Bergin, Otis Beverstock, Jas. Hodge, C. L. Reynolds, J. E. Rundell, Fred Mayer, Geo. B. McCabe. Seed inspectors—F. W. Annin, W. E. Cratz, E. W. V. Kuehn, John C. Keller, Fred W. Jaeger, C. S. Burge, R. L. Burge.

## PACIFIC COAST.

Neilson Bros of Lind, Wash., have been offered \$6,000 for their warehouse.

The Farmers' Warehouse Co. has been formed at Lind, Wash., with \$8,000 capital.

Ray & Sons, Salt Lake City, Utah, have built a warehouse to store 1,000 tons of hay.

The Merchants' Exchange of San Francisco, Cal., has rented two floors of a building which they will occupy after Feb. 1, until their new building is finished.

At its annual meeting, held Jan. 12, the Thatcher Milling & Elevator Co. of Logan, Utah, elected Moses Thatcher,



Pres. and Gen. Man., and G. B. Thatcher, Vice-Pres.

The grain committee of the Merchants' Exchange, San Francisco, Cal., on Jan. 12, posted the following resolution: That no Walla Walla wheat be allowed in piles of wheat inspected by the chief inspector of the Merchants' Exchange, and that the chief inspector be instructed not to certify to any wheat "graded," or otherwise, that contains Walla Walla wheat.

#### SAN FRANCISCO LETTER.

The amount of wheat shipped by mills in Washington to the Orient for the year just passed is estimated to total nearly three million sacks.

About 40 millers of Oregon, Washington and Idaho met at Portland, Ore., Jan. 15, for the purpose of advancing their interests by forming themselves into an association.

The Centennial Milling Company of Spokane, Wash., will soon erect four large wheat storage tanks and after they are completed will handle their grain in bulk. This is an innovation out here, as practically all grain raised on the Pacific Coast is handled in sacks.

The trans-Pacific cable connecting San Francisco with Hawaii, having been successfully laid, will generally facilitate business between those two places. A considerable amount of hay, oats and barley is shipped from this port to the islands, and several local grain firms have branch houses at Honolulu.

Latest advices from Oregon state that the oat crop this season has been exceptionally large, with the stock on hand in country warehouses and at tide water very heavy at present. Indications are that, unless some new demand springs up, the amount carried over into next season will be very large. The shipping movement of Oregon oats to California has been exceptionally brisk this season, San Francisco houses being liberal buyers.

This market is flooded with corn from the state in the middle west, particularly white corn, number 2 inspection. A considerable number of cars of this corn, coming mostly from Missouri, have been rejected on arrival here, on account of being below selling sample, and also because it is arriving long after the time guaranteed by the seller. This corn is being offered at way down prices, some sales of number 2 white, sacked, having been made as low as 17 per cental, f. o. b. cars San Francisco.

The continued absence of rain in California is beginning to have its effect on the wheat and barley markets, and unless we have general rains over the state within the next week or two, prices will begin to jump. At present the weather is clear, although somewhat cold, and the barometer high, with no indications of a storm. If it rains shortly, barley will probably experience a decline, but wheat will hold up on the strength of an actual scarcity. For all grains, it is purely a weather market.

Edward Ellsworth & Co., manufacturers of "Force" and H. O., Buffalo, N. Y., write to parties here, as follows: We expect to build a large cereal mill on the Pacific Coast, and would like to hear from you regarding the advantages of a mill of this kind if located in your city. We will manufacture our prepared cereal, "Force," our H. O. oatmeal, about 200 barrels Holgrane flour, and about 2,000 barrels wheat flour daily.

Our mill will have a daily capacity in the neighborhood of ten thousand barrels. It is rumored that the merchants of Spokane, Wash., have made a strong bid and will use every effort to secure the plant for their city.

The original option of the eastern capitalists on the principal flour mills of California, Oregon, Washington, expired Jan. 1. Interest has revived among the trade, and it is now waiting to see what the next move of the promoters will be. The reasons assigned for failure to merge the flour mills before the options expired was, that since the time the proposition was submitted the money market in New York has been too stringent. It is probable that the option will be extended for a period of from thirty to sixty days, at the end of which time the deal in all probability will go through. Several prominent steamship owners are said to be interested in the proposed merger, and when shipping begins can make good rates on the output of the combine. This, together with the natural advantages in favor of the Pacific Coast for shipping to the Orient, will practically give the combine full control of the Oriental trade, so far as flour and mill stuffs are concerned.—R. E. W.

#### PENNSYLVANIA.

The Commercial Exchange of Philadelphia, Pa., will hold its annual election of officers Jan. 27. The nominations are: Pres., Chas. Dunwoody, Samuel L. McKnight and T. H. Price; vice-pres., John O. Foering and Willis C. MacNutt; treas., Nathan Sellers and Antonio Sans.

According to the report of the Commercial Exchange the receipts and shipments at Philadelphia for the month of December were: Receipts, 223,918 bus. of wheat; 1,668,968 bus. corn; 316,591 bus. oats; compared with 1,117,887 bus. of wheat; 441,060 bus. of corn; 239,858 bus. of oats for the same month 1901. Exports, 238,373 bus. wheat; and 1,545,591 bus. of corn; compared with 775,000 bus. of wheat and 137,141 bus. of corn for the same month the year before.

The Pennsylvania Railroad Co. has let the contract for what is said will be the most complete elevator between New York and Chicago, to be situated at Pittsburg, Pa. It will be equipped with the latest machinery, run by electricity, and will unload and handle a carload of grain in about five minutes. It will have the best known means for distribution and ventilation, and special precautions will be taken to make it fireproof. The capacity will be about 100,000 bus., and the cost is estimated at \$50,000.

#### SOUTHEAST.

Chamois, W. Va., is to have a \$10,000 elevator in the spring, built by Mr. Joachim.

The principal grain dealers of Savannah, Ga., are organizing an exchange to regulate the grain business in that territory, and to prevent western shippers from imposing the conditions of sale in terms, weights and prices. It is desired also to maintain the credit system.

A new revenue bill is before the Alabama State Legislature to compel all commission brokers dealing in futures to pay a license of \$2,500 annually. This bill defines a commission broker as any person, firm or corporation who receives and sends orders for futures.

All Baltimore grain dealers who had

wheat in the Canton Elevator No. 3 at the time of the fire have been requested to turn in to their respective insurance companies a statement showing the kind and quantity of grain. It is thought that a settlement will be made on a basis of 80 cents per bushel.

#### SOUTHWEST.

Mell & Cole of Ringwood, Okla., will enlarge their plant.

Williams & Baggett have succeeded C. M. Maple at Glencoe, Okla.

The grain elevators at Enid, Okla., have a storage capacity of 250,000 bus.

The Smith Roller Mill Co. of Ft. Smith, Ark., will buy elevator machinery.

For the week ending Jan. 9, 212 cars of wheat and 481 cars of corn were inspected at New Orleans, La.

The Temple Grain Co. has been incorporated at Temple, Okla., with \$1,000 capital stock. Incorporators are: B. V. Loosemore, J. C. and D. S. Tandy.

The office of the Southwestern Grain & Coal Co., El Reno, Okla., was broken into recently and an effort made to blow open the safe. If the act had been accomplished it would have availed nothing as the safe contained no money.

The biennial report of C. T. Prouty, territorial grain inspector for Oklahoma, filed with the governor, shows 3,137 cars of grain inspected during 1901 and 4,086 during 1902. The inspection is all done in cars, as there are no public elevators in Oklahoma.

F. M. Maysmith, buyer for Garfield County Mill Co., Ringwood, Okla., Jan. 19: The condition of wheat at this point is very good at present, tho a little moisture would not go amiss; old crop mostly in; some corn came and kaffir corn in the country yet.

Fred Muller, secretary of the New Orleans Maritime & Merchants Exchange, has issued a comparative statement to the exports of grain thru the ports of New Orleans and Galveston during 1902. It is as follows: from New Orleans, corn 1,640,853 bus.; wheat, 15,625,406 bus.; rye 56,928 bus. From Galveston, corn 962,777 bus.; wheat 11,068,894 bus.; rye 12,064 bus.

#### TENNESSEE

Patton-Hatfield Co. is to be a new firm at Memphis, Tenn., removing there from Jackson, Miss.

The elevator of the Merchants Warehouse & Elevator Co., at Memphis, Tenn., was partially burned Jan. 17, destroying three carloads of grain. The loss was about \$5,000, which is fully covered by insurance.

The Lewisburg Mill & Elevator Co., which has purchased the mill of the Lewisburg Milling Co. at Lewisburg, Tenn., will build an elevator and add a grist mill. The whole plant will be operated and lighted by electricity from the company's own dynamo.

#### TEXAS.

E. M. Phelps, Prosper, Tex., has discontinued his grain business.

The Hubbard Mill & Elevator Co., Hubbard, Tex., will install machinery for cleaning.

Rice bran, rice polish and hay are being used quite extensively as a cattle food in Texas.

G. W. Chapman has rented a building



at Waxahachie, Tex., and will handle grain for local consumption.

It is estimated that the rice crop of Texas and Louisiana this season will amount to at least 3,000,000 sacks.

The Missouri and Texas Land and Irrigation Co. will build a large rice warehouse at Houston, Tex., for the handling of rice in the rough.

E. M. Phelps, Celina, Tex., Jan. 19: Wheat is looking very well considering amount of rain before Jan. 1; oat sowing will begin soon with large acreage.

The Mayfield Grain Co. has been incorporated at Tyler, Tex., with \$125,000 capital stock. Incorporated by J. B. Mayfield, M. N. Davidson, M. G. Mayfield, E. B. Mayfield and J. K. Martin.

The machinery for the new flouring mill is being installed for the 'Frisco Gin, Mill & Elevator at 'Frisco station between Ft. Worth and Sherman, Tex. Wheat is now being stored in the new elevator, which has a capacity of 50,000 bushels.

The annual meeting of the Rice Association of America was held at Houston, Texas, Jan. 20 and 21. A most interesting program was carried out. This association has accomplished a wonderful amount of work in the development of the rice industry in Texas and Louisiana, by educating the people of the United States in the direction of greater consumption of this cereal.

Seley-Early Grain Co., Waco, Tex., Jan. 14: Texas is now receiving more corn from the north than was ever known before in its history; the demand is so heavy that cars cannot be furnished to supply; this makes the business hard on account of the trouble in transportation; we have a fine season in the ground and there is an unusual large acreage of grain going in.

The Rice Irrigation & Improvement Association of Crowley, La., has employed J. W. Mazey of Houston, as the consulting engineer in the proposed improvement of Mermentau and Vermilion rivers in Louisiana. These are the rivers it is proposed to lock at the mouth to prevent the salt water from backing up. Permission from Congress has been granted for this work, which will cost approximately \$150,000.

The Midlothian Lumber, Elevator & Milling Co. has been formed by consolidating the Midlothian Lumber Co., the Midlothian Grain & Elevator Co., and the Midlothian Milling & Elevator Co., at Midlothian, Tex., with a paid up capital of \$25,000. The charter of the Midlothian Lumber Co. has been changed to conform to the new name and the capital; and the following officers have been elected: B. F. Hawkins, pres.; H. T. Holand, vice-pres.; J. E. Sewell, treas.; T. M. Dees, sec'y.

The dealers who had the pleasure (?) of doing "business" with the Hillsboro Brokerage Co., which was conducted at Hillsboro, Tex., several years ago, will be delighted to know that some of the same people have started in business at Waco, Tex., under the name of the Erwin Grain Co. For a time these people made Lampasas their headquarters, but evidently they did not do well there. It is far safer to confine your dealings to firms known to be fair and square.

#### TEXAS LETTER.

E. B. Greathouse, grain dealer of Temple, Tex., has formed a corporation. Graham, Tex., is agitating the subject of mill and grain elevator there being

large quantities of wheat raised in that vicinity.

Fire destroyed the warehouse of J. H. Neal at Commerce, Tex., Jan. 12, together with about \$750 worth of hay. He had \$500 insurance.

The continued reports that are published in some of the papers in this state in regard to the "green bug" are declared by people who are in position to know to be utterly without foundation.

T. H. Thompson Rice Milling Co., Houston, Tex., made a trial run on Jan. 10. This is the first flour mill in Houston and has a daily capacity of 500 barrels. The trial was most satisfactory to all concerned and the mill has been running regularly.

The farmers in different sections of Texas are combining and buying corn from the corn belt in large quantities and shipping to some central point and distributing the corn among themselves. A few days ago at Italy, Tex., there were received a large number of cars of corn that were handled in this manner. Who? How?

The conditions in this territory in regard to the grain crop continue good; and report from the whole state are most satisfactory and would indicate a great crop of wheat and oats for the coming spring. The Mexican boll weevil has done such immense damage to the cotton crop that the acreage given over to grain of all classes, including corn and oats, is very materially increased in nearly all portions of the state. Mr. Price, a dealer of Honey Grove, Tex., states that the acreage in grain is very materially increased and that the grain is in fine condition to stand any drouth that may come.—J. S. W.

#### WISCONSIN.

Milwaukee bucket shops are now trading on Chicago Open Board of Trade quotations.

The annual dues of the Milwaukee Chamber of Commerce have been increased \$25 per year, taking effect April 1.

Otto V. Knaak, formerly with the Watertown Grain Co., at Watertown, Wis., has accepted a position with the C. M. & St. P. Ry.

The W. W. Cargill Co. of La Crosse has bought land on the line of the C. M. & St. P. Ry. at Fond du Lac, Wis., and will build an elevator.

F. A. Spoon & Co. have bot the business of the Northern Grain Co. at Janesville, Wis., and will conduct a wholesale business, and operate two elevators.

The initial step towards the establishment of a Wisconsin system of grain inspection has been taken. A bill has been introduced into both houses of the legislature to regulate the operation of warehouses for the storage of grain and issuing of warehouse receipts.

On Feb. 1 the Board of Trade at Superior, Wis., will open an option market for the trading in wheat and flaxseed. Quotations will be received from Duluth, Minneapolis, Chicago and New York. A board of trade clearing house will be established.

Beans and peas to the amount of 241,791 bushels, were exported during the first eleven months of 1902, according to the report of O. P. Austin, chief of the bureau of statistics; while during the same period of 1901, 372,009 bushels were exported.

#### Screenings.

Sec'y Geo. C. Dunaway, Utica, Ill., informs us that the January meeting of the Illinois Valley Grain Dealers Association will be held in the Columbia Hotel, Streator, on the evening of Jan. 29. The dues of \$5 for 1903 should be paid by members who are in arrears.

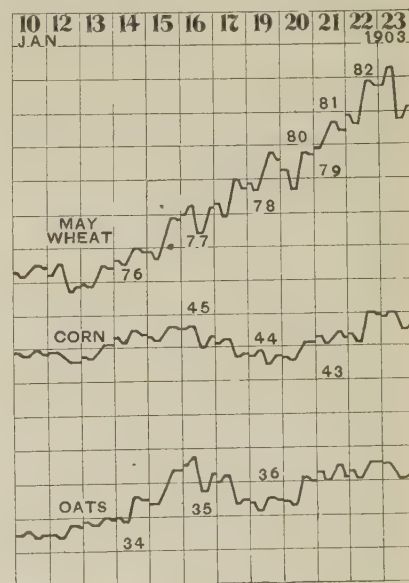
Wheat had a ragged day. There was a grand ostentatious bluster at the opening around 81¼ to 82¼ for May with an attempt to take profits—that quickly dropped the price to 80¾c. After that values were steadied and price maintained at 81½ by the leading long interest. The question still seems to be—"When will the public come in?" The newspaper "baiting," while well worked, seems less efficient than usual.—Pope & Eckhardt Co.

Next crop went into winter quarters in an almost perfect condition in this country. Any change would be for the worse. It always makes some decline in the winter and may this season. Russia and Germany have complained some about the next crop. It has been several years since they have had a failure. Russia now has the largest wheat crop ever raised, but they are locked in winter quarters.—C. A. King & Co.

The statistical agent of the Department of Agriculture at London states that Russia, as a whole, harvested fine crops last year. The exports of grain, which have been heavy, must diminish, although the stocks of wheat in Black sea ports at a recent date were almost twice as large as the corresponding date in 1901. The Russian railways have been overtaxed in moving the heavy crops of cereals. In Great Britain the earlier grain sowings have made a thrifty growth. The area put under wheat last autumn is smaller than a year ago. Favorable weather conditions are officially reported from India. The deficiency in the New South Wales wheat crop has been estimated as at least 11,000,000 bu., while official advices from south Australia say that harvest prospects are considerably improved.

#### Prices at Chicago.

The opening, high, low and closing quotations on wheat, corn and oats for the May delivery at Chicago, for two weeks prior to Jan. 24, are given on the chart herewith.





## Annual Statement of the Michigan Millers Mutual.

A. D. Baker, Secy. of the Michigan Millers Mutual Fire Insurance Company of Lansing, Mich., in his twenty-second annual statement shows that another prosperous and satisfactory year has been added to the long list already enjoyed by this company. Notwithstanding that the fire losses of the company were heavier than during any preceding year the company added \$25,000 to its net cash assets.

improvement of water ways, currency reform, a national corporation law, admission of Chinese to the Philippines, tariff revision on business principles, prohibition of undesirable immigration, universal 1-cent letter postage, a uniform bill of lading, reciprocity. The pure food bill now before congress failed of indorsement.

### Another Cause of Shortages.

One cause of shortages not often heard of is shown by engraving of Car 21,147



This Car Arrived in Chicago Loaded with Grain.

The total assets on Jan. 1st aggregated \$1,305,139.58 which included \$429,908.17 invested in loans, bonds, mortgages, etc., and premium notes aggregating \$875,231.41.

The liabilities of the company which on Jan. 1st amounted to \$189,761.26 included losses in process of adjustment amounting to \$27,429.58. Reinsurance reserve \$137,770.14. Guaranteed deposits \$24,561.54. Thus leaving the total assets \$1,115,378.32, and the net cash assets \$240,146.91. The company is one of the strongest insuring flour mills and grain elevators.

### National Board of Trade.

The National Board of Trade convened at Washington, Jan. 13. A reorganization as recommended by the committee on by-laws and constitution was approved.

Blanchard Randall of Baltimore, Md., was re-elected president; B. A. Eckhart of Chicago, first vice-president; W. P. Kennett of St. Louis, second vice-president; and W. A. Tucker of Philadelphia, secretary and treasurer.

Resolutions were adopted favoring the

which passed thru a week before the official fotografer of the Chicago Board of Trade Weighing Department caught sight of it. While it is not easy to secure information regarding shortages in grain shipments due to this cause, still when it is discovered, the railroad company never hesitates to settle the claim for the grain lost.

The most striking calendar received so far this season bears the advertisement of Kingsley McCallum & Co., wholesale grain and hay brokers of Jacksonville, Fla. An Arab dressed in white and mounted upon a pure white Arabian steed is embossed upon a heavy card. The background being a tinted scarlet makes horse and rider stand out prominently.

One of Rosenbaum Brothers ideals, artistically printed in colors on a tinted card, can be obtained by writing them. It is, to do the right thing, at the right time, in the right way; to do some things better than they were ever done before; to recognize no impediments; to eliminate errors; to be an example; to act from reason rather than rule; to be satisfied with nothing short of perfection.

### Cobs.

Exports of broom corn for the first eleven months of 1902 were valued at \$177,093, compared with \$256,436 for the same months of 1901.

Exports of corn oil for the year 1902, prior to Dec. 1, were 3,324,329 gallons; while for the same period of 1901, 4,543,406 gallons were exported.

The exports of linseed oil for the first eleven months of 1902 were 85,558 gallons, while for the same period of 1901, the exports were 99,693 gallons.

The London Flour Trade Association is asking the assistance of the Canadian grain trade in a movement for the equalization or abolition of the British duties on grain and flour.

Malt amounting to 372,310 bushels was exported during the eleven months prior to Dec. 1, compared with 340,456 bushels for the corresponding period of 1901.

Beans and peas of foreign production, to the amount of 30,429 bushels, were exported during the eleven months prior to Dec. 1, compared with 130,727 bushels during the same period of 1901.

Exports of buckwheat for the eleven months prior to Dec. 1, amounted to 194,543 bushels, compared with 512,180 bushels for same period of 1901 and 424,730 bushels for the same period of 1900.

Exports of glucose for the first eleven months of 1902, as reported by O. P. Austin, chief of the bureau of statistics, amounted to 98,768,970 pounds, while during the same months of 1901, 160,883,967 pounds were exported.

Imports of beans and peas for the eleven months ending Nov. 30, amounted to 714,688 bushels; compared with 1,087,660 bushels for the same period of 1901, as reported by O. P. Austin, chief of the bureau of statistics.

The Illinois Agricultural Experiment Station at Champaign, has furnished Chas. A. Perry with 65 bushels of seed wheat to be sown in the Copper River country of Alaska, with a view to developing a variety suited to northern points in the United States.

Methods of testing wheat for the weight per bushel have been compared by a committee of the Corn Trade Association of Hull, England. After testing a quantity of wheat at Hull nine bushels were shipped by rail to London, and again tested by the same committee and by the same method. A gain in the weight of 4½ ounces per bushel was shown. A test of the same grain by the London method showed a greater gain, the difference being 11½ ounces per bushel. The London method is as follows: The wheat was heaped on the floor and was turned over by men with scoop and brush. The bushel measure was then plunged into the heap and the hopper filled. The filled measure was stroked by two circular movements of a roller, then it was weighed and thrown back into the bulk which was well mixed again. Six weighings were made, the weights ranging from 57 lbs 7 ozs to 57 lbs 9 ozs. The committee concluded that the correct method for ascertaining the natural weight of grain is the one adopted by the Hull association, as it avoids undue handling. They think their tests demonstrate that the more the wheat is handled the greater is the increase in the natural weight which they consider manifestly unjust to the receiver. In Hull the test is made by pouring the wheat direct from the sacks into the hopper. The bushel measure when filled is stroked once with the round part of the striker.



## The Relative Dependency of the Miller to the Elevator Man.

[An address delivered by C. S. Bash of Fort Wayne, Ind., at the annual meeting of the Indiana Grain Dealers Association.]

Millers should stand by the grain dealers and uphold them at all times and under all circumstances. There is no question but the legitimate country elevator man and grain dealer is a public necessity, and is here to stay. The producer depends on him. The railroad companies rely on him for a steady source of tonnage. The miller is ever dependent on the reservoir of grain constantly replenished and maintained by the country elevators.

A spirit of antagonism has been engendered in many parts of the state between the miller and the elevator proprietor, which has worked serious loss to both miller and elevator owner. In some sections feeling has been worked up to such a pitch that the elevator owner has brought in spring wheat flour with which to wage war on the winter wheat flour made by local millers. This manifestly is an injury to both the miller and elevator owner, for we are quite sure that every barrel of spring wheat flour consumed by our people displaces the product of so much winter wheat flour and thereby tends to discourage the growth of winter wheat by our Indiana farmers.

The desire of the farmer for a nearby market for his grain had encouraged the building of elevators at nearly every crossroads. The railroad companies encourage this from a selfish standpoint and the result is that we have more elevators than can be profitably operated the year 'round, especially where the miller and the farmer combine against the elevator owner, which generally takes place about three months after the rush of grain immediately after harvest has ceased and during which time the country elevator is an absolute necessity and is called thrice blessed by both producer and miller.

Now, what should be done to do away with the destructive competition which injures farmer, miller and elevator owner? We all know that human nature is the same the world over. Farmer, miller and elevator men are all struggling for one end—a reasonable competence for their labors so that something may be laid aside against the time when they shall cease to labor, either from choice or necessity. It has been truly written, "The laborer is worthy of his hire." There is no desire on the part of the farmer, miller or elevator man to deprive one another of a fair return for their labor in handling the grain or other produce passing through their hands. My own judgment in the matter is that a committee of elevator owners should be appointed with a view of taking up the question of prices and canvassing the situation generally with both farmer and miller. Each recognize the necessity of the others, and all that is wanting is a fair and equitable basis, if such can be arrived at, to bring complete harmony all around.

As elevator owners we owe it to the miller, when we sell him our grain, that we give him just what he buys. The miller states that we have some people in our association who do not treat him fairly, and when he buys through them, claims that in many instances the elevator man will mix a few loads of damp, musty or shrunken wheat in with his good and while it may not look to the elevator man as though this would make much difference to the miller, at the same time the miller contends that it lowers the grade of his flour and, seriously injures his business, besides bringing discredit on the winter wheat flours.

The truth of the whole matter is this: the interests of the farmer, miller and elevator man are all so interwoven and interdependent that any injury or loss that is sustained by any one of these three interests is shared to a greater or less extent by the other two.

It is important first, that every farmer should fully understand the object of this Association and not get wrong ideas of the same. He should know that we are his friends and that everything that is accomplished for the good of this Association is also for his good.

The fearful and increasing discrimination against the interior elevator and miller should be stopped and at once, and every action taken by this body along this line will receive the approval and assistance of every farmer and miller in the state.

I know personally that time after time have orders been issued from the general headquarters of railroad companies and

sent down the line to all the small stations, to hurry every empty car to Chicago, or some other large terminal city, and the orders are obeyed. What is the result? The country elevator becomes congested, the buyer of grain says to the farmer, "We are full of grain and can get no cars. We are afraid to pay prices for grain based on eastern markets, as we fear that when cars do become plenty we will have a slump in prices, and owing to the fact that grain may not grade we are afraid to sell against our holdings."

What is the result? The farmer suffers in the price of his grain and there is no escape for him. The same applies to hay and mill products.

Now, my friends, there is no class of people in the United States who are so near the farmer and grower as the country elevator man and the country miller. We are in daily touch with them and if we will but stop a few moments and explain to him the importance of having a steady supply of cars for grain and hay, the same as is furnished for live stock, you can readily convince him that it will be decidedly to his advantage from a financial standpoint. We want his support and with it and that of the miller we can get such legislation as is just and fair; this Association wants nothing more.

It is rather humiliating to hear that the Kansas City elevators are under state control and that they have the finest system of weighing known in this country, while we, in a much older country are so far behind.

This Association has a great work before it, and it should not falter or tire until we have as good service in this state, both from the public elevators and railroads, as is given in any state in this Union.

Railroads should be compelled to furnish cars at way stations as well as junction points within reasonable time. Every effort should be made by this Association to load and unload cars promptly and to assist the roads to enforce the penalties for failure to handle cars promptly, but the railroad companies should also be compelled to pay demurrage to the shipper when he is compelled to wait for more than a reasonable time for cars, say anywhere from two to five days.

Courts have decided that penalties for failure to perform cannot be enforced when such penalties are not shared or enforceable as against either party. In other words, if a shipper can be mulcted for a dollar a day demurrage for not loading or unloading a car within 48 hours after it is set, although it may have been raining torrents all or a part of this time, it is equally certain that the railroad companies can be made to pay for failure to furnish cars to said shipper in reasonable time and for delay in transportation of merchandise when loaded. It is said that all law is based on equity and if therefore the basis has not been changed in this the year of our Lord 1902, the shippers of this country are sleeping on their rights when they are paying one dollar or more demurrage and do not secure equally fair penalties which can be enforced against the railroad companies.

We are blest with a national executive who is as near to the people as any man since the time of Washington, one possessed in a remarkable degree with that rigid and blunt honesty of purpose which every American admires and approves. We also have in our state executive a man of the people, accessible at all times and every watchful of their interests.

Commissioner Prouty in an address at Philadelphia, said only recently that the regulation of railroad charges rested upon the states and that they should regulate the same, preferably through a commission appointed for the purpose. I believe a representative committee of this body should be appointed and that they should be instructed to bring such matters before the legislature now in session with a view of having such laws enacted as shall be fair to both the railroad companies and the shippers, with a view of remedying the present unjust rules adopted by the railroad companies.

If the regulation of railroad charges lies with the state, and if, as Mr. Prouty suggests, that is the source to which we should apply for relief and not to the Interstate Commerce Commission, then we should act at once.

The railroad corporations of this country are the arteries through which the lifeblood of our commerce flows and should be treated even liberally, but the public are growing restive under some of the unjust rules made by officials, with more zeal than good judgment, and it is such officials that should be curbed.

I have talked to a number of the mem-

bers of this Association and I have yet to find an expression of any sentiment on the order of persecution or spite legislation. On the contrary they want to be more than fair with the railroad companies and desire to avoid anything that will harass or disturb unjustly the business now transpiring.

## Comparative Value of American and European Clover,

Red clover seed from American and European sources was planted in April, 1900, on the trial grounds at Washington, D. C. The American samples were secured from the United States experiment stations or from private sources in the states of Ohio, Indiana, Illinois, New York, California, Kentucky and Montana. European seed secured was: Hungarian, Russian, Transylvanian, Galician, French, Stiermark, Leitmeritz, English and Italian. Thirty-five samples in all were planted, each on one square rod.

About an ounce and a half of pure and germinable seed was planted on each rod, the total amount used being often far in excess of this, owing to the poor quality of the seed. Thirty-one plats were planted April 27th, two on the 28th, and two more on the 30th. By the 5th of May some plants were up on most of the plats, and on May 17th notes were taken on the relative condition of the stand.

On June 21st the average condition of the European plats was 85, as against 70.5 for the American. From this time on, however, there was a decided change.

The weather remained clear and hot, and by July 2d the relative position of the plats was reversed. All the European plats had suffered heavily from the intense sunshine. The American plats, on the other hand, showed no evidence of injury, but were higher and stronger than on June 21. At this time the estimated condition of the European plats was 71, against 88 for the American.

On July 19 and 20 the plats were all cut and the green product weighed. At this time the American plats were in prime condition for hay, being in full bloom and about one-third of the blossoms brown. On the European plats there were only a few blossoms borne on small, weakly stalks.

The American clovers recovered rapidly after cutting, and on August 2 the plants on many plats were already in bloom. On the European plats there were no blossoms, and the leaf growth progressed less rapidly than on the American plats. The European clovers gave a heavier yield at the September cutting than they did in July. The yield of the American plats was practically the same at both cuttings.

The average yield of green clover per acre was 6,336 pounds in July and 6,368 pounds in September for the American. For the European the two cuttings made 3,104 and 4,588 pounds per acre.

Great Britain's revenue from the grain duty and the sugar tax promises to exceed \$37,500,000 for the fiscal year.

Ex-Judge Lambert Tree writes that, "It has been generally held as a tenet of good government that the state should discourage litigation as much as possible, so that, both at common law and by statute the stirring up of litigation has been always considered so detrimental to public policy and sound morals as to be treated and punished even as a crime." The shyster lawyers will oppose this very sensible view of the venerable judge for the same reason that they oppose arbitration by trade organizations. Their object in stirring up litigation is fees.



## GRAIN CARRIERS.

The railroads ordered 4,600 locomotives in 1902.

The Illinois Central has just ordered 1,500 cars.

Some shippers are suggesting that grain be sacked and shipped in stock cars.

The Pennsylvania lines, east and west, ordered 25,250 freight cars during 1902.

The Southern Indiana has surveyed seventy-two miles from Elora to Evansville, Ind.

The Columbus & Lake Michigan is surveying a line to be built from Defiance, O., northwest.

The Missouri, Kansas & Oklahoma will build a branch from Cleveland, 79 miles, to Wybark, I. T.

The Kansas City cut-off of the C., M. & St. P. has been completed as far west as Gladwin, Iowa.

The total number of new freight cars ordered for the railways of the United States during 1902 was 195,248.

Elevator men at Chicago have been offering to sell corn 2 cents cheaper to those who could supply the cars.

One elevator company on the Illinois Central railroad has not had an empty car at 48 of its stations in three days.

Contracts have been let for the construction of the branch of the M., K. & T. between Oklahoma City and Coalgate, I. T., 120 miles.

A bill authorizing the issue of \$81,000,000 of bonds for the improved Erie Canal has been introduced in the New York legislature.

The Ogdensburg Terminal Co., which operates a large elevator, and the Rutland Transit Co. have been consolidated with the Rutland railroad.

The Quebec & Lake Huron railway will soon begin construction on its line, which is to be the shortest grain route between the great lakes and a seaport.

The Rock Island system has placed what is probably the largest single order ever given for locomotives. The order is for 225 engines, costing \$4,000,000.

The eastern roads have over 2,000,000 bushels of grain in cars just outside of Chicago awaiting movement east. The Grand Trunk alone has 800 cars at Chicago and 800 more at Fort Wayne, Ind.

The Nebraska Supreme Court has dismissed the suit against the Union Pacific railroad for \$635,000 damages on account of alleged violation of the maximum freight law.

C. A. King & Co. of Toledo, O., on Jan. 15 received a car of wheat over the Penna. road, which was started last October from Indiana. The Penna. deserves a medal for rapid work.

The Nickel Plate, the Baltimore & Ohio, the Wabash and the two Pennsylvania lines have now served notice they will not accept grain for the East, and the Erie has given notice it will not accept grain for certain territory East.

The elevators and docks at Boston, Mass., built by the old New York & New England, and for many years unused, have been placed in service by the New York, New Haven & Hartford, and steamers will sail regularly with grain cargoes.

The New York Board of Trade and Transportation has adopted a resolution declaring that the interests of the state and the city of New York require the construction of a thousand ton barge canal between Buffalo and the Hudson river at the earliest possible date.

The Cincinnati, Richmond & Muncie

has completed its extension from North Judson to Griffith, Ind.; and at the southern end to Peoria, on the Ohio state line, leaving twenty-two miles unfinished to Cincinnati. A charter has recently been procured for a line from Cincinnati south to Louisville, Ky., 105 miles.

Reconsignment charges of \$2 per car at East St. Louis, Ill., have been removed by order of the Illinois Railroad and Warehouse Commissioners, as desired by St. Louis grain receivers. It was alleged that the charge was discrimination, because no similar charge was made for switching cars billed to points beyond.

The C., B. & Q. railroad issued a new rule Jan. 1 which requires all grain cars to be loaded to marked capacity. As its cars vary in size from 40,000 to 50,000 and 60,000 pounds, buyers will not be able to form a very reliable estimate of what to expect from shippers. Shippers of oats frequently find it impossible to comply with the rule.

At the instance of the Illinois Central railroad the Railroad and Warehouse Commission of Illinois has issued subpoenas for twenty-one members of the Illinois Grain Dealers Association to respond to the complaint of the railroad that the grain men are combining in the restraint of the grain trade of the state. Does the I. C. need protection?

The Chicago, Burlington & Quincy has given notice that it will not accept reconsigning orders on Burlington route, Great Northern and Northern Pacific cars for grain and other transferable commodities to Chicago connecting lines either for Chicago delivery or beyond. This is on account of such cars having been run through to the East or otherwise misapplied.

The report of the National Association of Car Service Managers shows that during July, August and September the total movement of freight cars was 6,239,827, an increase of 1,321,523 cars over the number moved in the corresponding period of last year. The average detention of a freight car was 1.6 days; on account of the railroad, 0.3 of a day; on account of consignees, 1.32 days.

Western roads have found that Eastern lines are totally unable to move loaded cars. Once delivered to Eastern connections, the use of the cars is practically lost for months. The loaded cars are hauled to some side track in the woods, to wait weeks for engines. At Chicago the Northwestern has given notice that it will not accept orders for reconsigning grain to the Baltimore & Ohio for export, the Grand Trunk and Wabash division, Pennsylvania, west of Pittsburg; the Chicago, Milwaukee & St. Paul, the Chicago Terminal switching division and the Nickel Plate. The C. & E. I. has given notice that it will not take grain for McReynolds' or Merritt's elevators at South Chicago.

Shipowners at the convention of the Lake Carriers Association at Detroit, Mich., Jan. 21, were addressed by President Keefe of the Longshoremen's Union, who said that the grain scopers are anxious to have an understanding with the lake carriers whereby future agreements can be made direct with the grain shoveling committee of the association instead of with the superintendent as heretofore. H. L. Brown, secretary of the association, said: "It is proposed to reorganize the association by changing it from a voluntary association of vessel owners to a body corporate to carry the same general purposes for which it was originally organized, as well as certain other policies and undertakings which changed condi-

tions seem to require that the association take in charge. The handling of grain by contract at the port of Buffalo has become a part of the work of the association."

Chas. A. Prouty, a member of the Interstate Commerce Commission, said recently: The Interstate Commerce Commission has recently concluded an investigation into a general advance in rates on hay, and decided that such advance was unjustifiable. No attention has been or will be paid to that decision, since there is no way in which it can be enforced. The railroad is the greatest and the most dangerous of all-monopolies.

The Interstate Commerce Commission declares that while the producers of grain will undoubtedly pay more from now on, from 5 to 7 and in some instances 10c per 100 lbs more to transport that grain from the field to destination than for some time before the injunctions took effect, this is not to be regarded as an argument against the injunctions. There ought to be some power which cannot only compel these carriers to maintain the published rate, but which can compel them to publish a fair and reasonable rate.

### Books Received.

THE CORN BILL-BUGS in Illinois is title of Bulletin No. 79 issued recently by the University of Illinois Agricultural Experiment station. The bulletin is from the pen of State Entomologist S. A. Forbes.

BULLETIN NO. 103 of the Agricultural Experiment Station of the State College of Kentucky has been received. It contains an interesting account of the Hessian Fly Experiments conducted by H. Garmon, entomologist and botanist.

"TESTING HYDRAULIC CEMENTS" is the title of an interesting booklet issued recently by the Illinois Steel Co. of Chicago. It includes a report of the board of engineer officers, United States army, with specifications for the several classes used by the engineers' department.

OUR RED BOOK, under date of January 1, 1903, has been received. As usual it is full of reliable statistical information relating to stocks, cotton, grain, provisions, live stock and seeds. It gives the crops, imports, exports, etc., of principal countries. It is compiled and published by Howard Bartels & Co., Chicago.

BULLETIN NO. 69 of the Bureau of Chemistry United States Department of Agriculture relating to Foods and Food Control has been received. It contains the food laws now in force in different states of the United States. Among the laws published for the food commissioner of Illinois to enforce is one regarding the coloring of grain. As this law was declared unconstitutional Aug. 9, 1901, there is no excuse for its appearance in this bulletin as being one of the laws now in force in Illinois. However, this bulletin forms a valuable reference work on the subject treated.

The National Board of Trade attempts to discuss and decide too many leading questions in a few days.—C. A. King & Co.

"We are half-way through the crop year," says John C. Ross, "but there are no oats stocks anywhere. The big government crop figures have merely lost money for those who relied upon them. The trouble with the government total was the official crop reporters made their estimate before the rainy season began, and there was no revision after the losses the wet harvest occasioned."



## THE SUPPLY TRADE

The Edward Hines Lumber Co. of Chicago handled 540,000,000 feet of lumber in 1902.

The Dickey Mfg. Co. contemplates removing its factory from Racine, Wis., to Fort Dodge, Iowa.

The B. F. Gump Co., dealer in mill supplies at Chicago, recently suffered heavy loss by fire.

The directors of the Allis-Chalmers Co. on Jan. 15 declared the regular quarterly dividend on the preferred stock.

The Allis-Chalmers Co. has removed the offices of its Minneapolis branch to the third floor of the Corn Exchange building.

H. Hemmelgarn & Co., grain commission merchants of Chicago, are remembering their friends with a handsome leather pocketbook.

The Monarch Gas Engine Co. of Indianapolis, Ind., is to be reorganized with \$100,000 capital and to remove its plant to Bloomington, Ill.

Bismark Tucker, Indianapolis, Ind., has been appointed representative in Indiana of the Marseilles Mfg. Co. of Marseilles, Ind., in place of M. A. Greer.

The W. T. Eaton Mfg. Co., Chicago, Ill., had an interesting exhibit of its grain handling machinery at the implement dealers' show in Kansas City, Mo., last week.

It don't matter how big the circulation of a journal is, if it is not read by the particular kind of people you are after it is of no use to you as an advertising medium.—Advertising Experience.

The factory of the Witte Gas Engine Works, Kansas City, was badly damaged by fire Jan. 8, but the building is being overhauled and re-equipped with machinery on a larger scale than ever.

The Invincible Grain Cleaner Co. of Silver Creek, N. Y., has had a very busy season and from the number of inquiries being received for grain cleaning machines sales will continue to be good.

Wm. W. Lockwood has bought the interest of his partner, J. M. Morgan, in the firm of Lockwood & Morgan, Winfield, Kan., and will continue the elevator engineering business as formerly.

The Union Scale & Mfg. Co. is employing all its energies in the removal of its factory from San Francisco, Cal., to Chicago, Ill., and will not be in position to fill orders for its automatic scales until some time in March.

The Beelman Cabinet Co., Cleveland, O., write: "We have recently taken another 3-story building, which we intend using for storage and office for the grain cleaner business. The indications are that we will have a busy year."

The Steel Storage & Elevator Construction Co. of Buffalo, N. Y., has not been taking much new work on account of the scarcity of raw material. The company is urging forward the work under contract at Montreal, Que., and Fort William, Ont.

The firm of H. Kurtz & Son, Sac City, Iowa, has been dissolved. Mr. S. E. Kurtz has moved to Odebolt, Iowa, and will continue the business under the name of the recently organized Iowa Grain & Manufacturing Co., with increased facilities for manufacturing special elevator machinery.

H. L. Day of Minneapolis, Minn., is sending out a calendar having a reproduction in colors of Abbott Graves' painting, "The Country Post Office," with explanatory notes in a booklet. Attention

is called to Day's Dust Collector, and to Mr. Day's work entitled "Dust Collecting and Fuel Feeding."

Late sales of Boss Car Loaders by the Maroa Mfg. Co. of Maroa, Ill., include shipments to C. H. Ruple, Olson, Ill.; Webster & Burton, Lodge, Ill.; Walker & Snell, Moweaqua and Radford, Ill.; Murray & McIntosh, New Waverly, Ind.; Moore Bros., Niantic, Ill.; Russell & Son, Allentown, Ill.; T. W. Baum, Duvall, O.; Lewis & Fatic, Markleville, Ind.; J. M. Brafford, Kewanna, Ind.; Arnold & Son, Elmwood, Ill.; Warren W. Pearson, Riverside, Ind., and Small Bros., Walton, Ind.

## SEEDS.

When you want to buy seeds of any kind read our "Grain for Sale" department under the head of Grain Dealers Exchange.

Such field seeds as chufas, cattail or pearl millet, Johnson grass, burr clover and cow peas are grown to a considerable extent in Georgia.

Chas. Uhden is one of the leading dealers in grass seeds at Spokane, Wash. He has recently distributed several carloads of alfalfa, blue grass, clover and timothy seed.

The receipts of clover seed at Toledo, O., for this season up to Jan. 17 were 69,635 bags, compared with 93,810 bags for last season. The shipments were 28,575 bags for this season, and 52,090 bags for last season.

The directors of the Chicago Board of Trade have appointed the following members as the committee on arbitration on grass and field seeds: T. M. Hunter, C. A. Heath, Albert Seckel, F. E. Winans and Geo. S. Green.

Dwarf Essex rape will produce a greater weight of forage within a given time than any other known to the farmer, provided it is sown in rich soil. The yield will be proportioned to the amount of fertilizing material used.—Whitney-Eckstein Seed Co.

W. S. Gilbreath, well known in the seed trade, and formerly president of one of the leading seed firms of Chicago, has associated himself with the firm of J. M. McCullough's Sons at Cincinnati, O., and will give his personal attention to the entire line of grass seeds.

The exports of clover seed from New York for the week ending Jan. 17 were 4,884 bags, as compared with 5,046 bags a year ago, 1,752 bags two years ago and 4,952 bags three years ago. Exports of timothy were 5,357 bags, compared with 2,035 bags for one year ago. Baltimore exported one thousand bags of clover last week.

A Baltimore seed dealer writes C. A. King & Co.: "Stock of clover seed here is not as large as a year ago, while the local trade has not yet been supplied. They and the foreigners have been holding off, expecting lower prices, and are now buying more readily. We had a better crop in this immediate vicinity than for several years, but it was small and will soon be cleaned out; 3,500 bags would cover all of our nearby seed."

Chicago received during the week ending Jan. 17 511,410 pounds of timothy seed, 466,135 pounds of clover seed, 559,018 pounds of other grass seed and 21,300 bushels of flaxseed; compared with 465,130 pounds of timothy seed, 182,868 pounds of clover seed, 766,530 pounds other grass seed and 209,382 bushels flaxseed, for the same week of last year. The

shipments were: 392,200 pounds of timothy seed, 481,500 pounds of clover seed, 67,500 pounds of other grass seed and 40,319 bushels flaxseed; compared with 776,635 pounds of timothy seed, 327,856 pounds clover seed, 115,173 pounds other grass seed and 16,792 bushels of flaxseed for the same week of last year.

Shipping demand for clover seed has been good, as shown by the way dealers here have been after low grades, and the advanced prices paid. Receipts have been small and a large part of it has been seed of very poor quality, and bulls say that this shows that farmers and shippers in many localities are cleaning up and sending their seed in. Shipments continue large. If one knew just how much seed foreigners and the eastern buyers would require they might be able to tell just about how the market was going. It looks, though, as if there would be a brisk demand, and with the bulk of the stock here held by strong parties, it may take higher prices to get the seed, although, of course, there is seed in other places besides Toledo which may be for sale at relatively lower prices.—J. F. Zahm & Co.

Alfalfa, or, as it is sometimes called, lucerne, has been grown with more or less success in every state and territory in the Union, from Maine to Washington and from California to Florida. Its name is of Arabic origin, and is a native of the valleys of the central district of western Asia, being found apparently wild in the region south of the Caucasus. There is not a state from which a report has not gone out that alfalfa will, when properly treated, become one of the best fodder plants. It is the best hay and soiling crop in the west. In the south it has been widely recommended as a valuable addition to the list of forage grasses and clover. In the middle and eastern states it is fast becoming a rival of the better known and more widely grown red clover. In New York state the crop of alfalfa, in the last two years, has very largely increased and it is being very successfully grown, especially by dairymen. In that state they cut three crops, and sometimes four, in a season, averaging from four to six tons per acre per season.—W. H. Small & Co.

Exports of hay for the eleven months ending Nov. 30, amounted to 82,380 tons, while during the corresponding months of 1901, 122,105 tons were exported.

In the world of nature one finds activity everywhere. Stars move, planets move, the things of earth move. What is more, their movement is constant—persistent. This activity is not intermittent but regular. It should be so in advertising. To be effective and to be in harmony with the governing laws of trade, one should keep up his advertising all the year around.—Printers' Ink.

The professional hypnotist says to his subject, "You're asleep!" and straightway the subject sleeps or thinks he sleeps, which amounts to about the same thing. The mammoth biscuit trust says to its subject, "Uneeda biscuit!" and the American populace straightway needs a biscuit or thinks it needs it, which also amounts to the same thing. Not an "Acme" biscuit or a "Star" biscuit, but the biscuit that the advertising hypnotist, the biscuit trust, bakes. But they never call it hypnotism. They say it's a "persistent and unflinching enforcement upon the consciousness of the individual of the merits, desirability and superiority of the article."—John Lee Mahin.



## SUITS AND DECISIONS

An action for breach of warranty of the quality of the goods may be maintained by the purchaser without a return or offer to return the goods, whether the warranty is expressed or implied. *Southern Brass & Iron Co. v. Exeter Machine Works*. Supreme Court of Tennessee. 70 S. W. 614.

Frank M. and Harry Murphy, Indianapolis, Ind., have brought suit against John G. Herman and Albert T. York for failure to deliver 3,500 bushels of corn sold at 46 $\frac{3}{4}$  cents for Baltimore delivery in November. Murphy & Co. seek to collect the loss caused by the subsequent rise to 64 cents.

In an action by a consignee against the carrier to recover for goods damaged in transit, the defendant, claiming that the goods were damaged before received for shipment, was entitled to have that issue distinctly submitted to the jury. *Texas Cent. R. Co. v. Dorsey*. Court of Civil Appeals of Texas. 70 S. W. 576.

The acceptance of goods by a purchaser, the supreme court of Nebraska holds, is not a waiver of his right to return them for breach of warranty, where he had not inspected, nor had a reasonable opportunity to inspect, them before such acceptance, nor where the defects were latent, and he accepted the goods in ignorance thereof.

Where plaintiff was the owner and in possession of land at the time of a sale under foreclosure of a vendor's lien under which possession was given to defendants, the title to crops growing on the land at the time the purchaser was put in possession passed to the latter. *Sieffert v. Campbell et al.* Court of Appeals of Kentucky. 70 S. W. 630.

George Harlacker, tenant, has brought suit against Geo. L. Lieb, agent in charge of the Sheffield-King Milling Co.'s elevator at Pratt Station, Minn., to recover \$70 for wheat received, and for which Lieb has refused to pay on the instruction of Joseph Brierton, landlord, who held a chattel mortgage on the grain. The court decided that the tenant should be paid for the grain. An appeal will be taken to the district court.

A bill of lading is a symbol of property, and, when properly indorsed, operates as a delivery of the property itself, investing the indorsee with a constructive custody which serves all the purposes of an actual possession, and so continues until there is a valid, complete delivery under and in pursuance of the bill of lading to the person entitled to receive the property. In the hands of the holder, a bill of lading is evidence of ownership, special and general, of the property mentioned in it, and of the right to receive the property at the place of delivery.

Where the purchaser of a machine agrees that, if it proves defective, he will give notice thereof to the seller, he will not be entitled either to return the machine because of a defect of which he has not given notice, nor resist the payment of the purchase price because of such defect. Where the seller has never waived the conditions of his contract as to notice, the purchaser, having failed to comply therewith, cannot be permitted, after using a separator for more than two years, to defend an action for the purchase money on the ground that it failed to work satisfactorily. Court of Appeals of Kentucky.

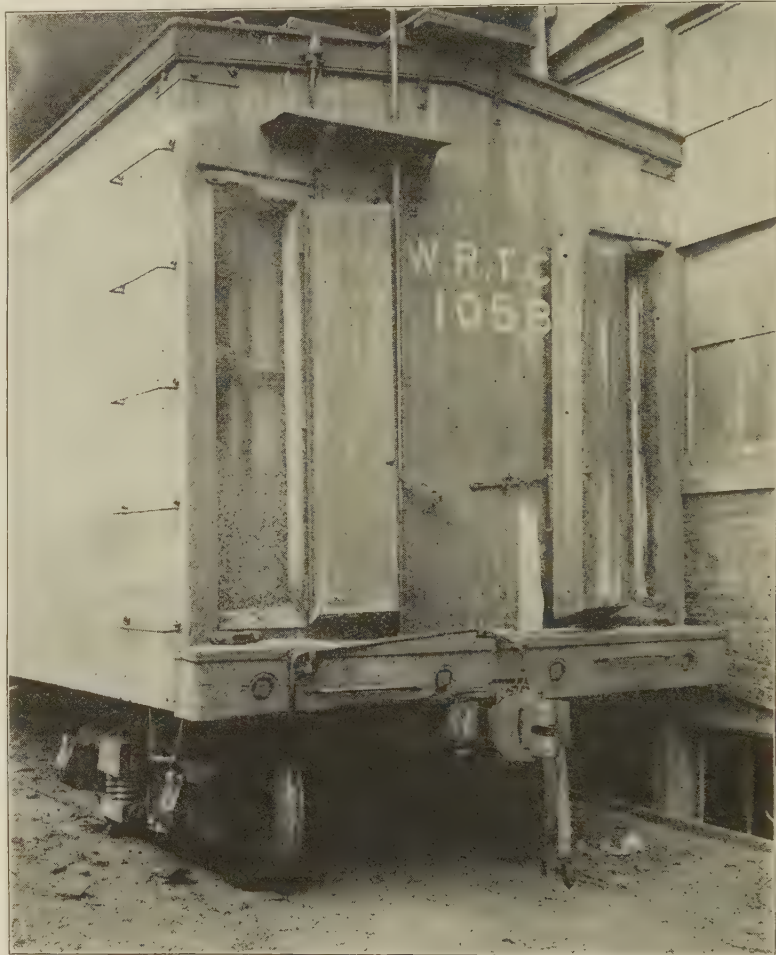
Where a bank claims to own certain drafts in its possession, and forwards them

to a correspondent for collection, the presumption is that it is the owner of such drafts, and it is entitled to be treated in law as the owner, in the absence of proof to the contrary. Where a bank transmits drafts to another in the ordinary course of business, and the receiving bank mails them to its correspondent at the place of payment, in the absence of any special agreement the receiving bank undertakes to perform the duty of collecting the paper and paying over the proceeds if received, and, if the drafts are not paid, of

## Loaded Grain Into a Refrigerator.

We are indebted to H. A. Foss, Board of Trade weighmaster, Chicago, for a photograph of a refrigerator car which arrived in Chicago recently with its ice box as well as its store room filled with grain. Some dealers have been charged before now with loading refrigerator cars, believing them to have been designed for grain.

Cars have been so very scarce during recent months that shippers have been



Ice Box of Refrigerator Car Loaded with Grain.

returning them with the liability of the parties thereto unimpaired. *National Reserve Bank of Boston v. National Bank of the Republic of New York*. 64 N. E. 799.

An allegation that defendant railway company negligently operated its engine so as to permit the escape of sparks, which set fire to certain cedar timber on its right of way, was a sufficient allegation of negligence to admit proof not only of the careless handling of the engine, but of its insufficient construction and equipment. Where a railroad company had acquiesced in a custom to place timber intended for shipment on its right of way, and an owner of such timber had been in the habit of so placing timber intended for shipment for two or three years, such owner was not guilty of contributory negligence as a matter of law in so placing such timber, so as to preclude him from recovering for its destruction by fire set by sparks emitted from defendant's engine. *San Antonio & A. P. Ry. Co. v. Home Ins. Co. of New York*. 70 S. W. 999.

fully justified in appropriating any old thing to transport their grain to market—even refrigerator cars are not excepted. But when a shipper places grain in the ice box, he is quite sure to have a shortage and no one in a terminal market is likely to remove the grain until the box is needed for ice. When you find it necessary to load grain into a refrigerator car, so cooper it that no grain will be lost.

The car in question which is illustrated herewith was W. R. T. Co. No. 1058, consigned to Lowell, Hoit & Co. Did you load it?

Seed corn can not be judged by the handsome engravings on the circulars of the would-be sellers. By buying it on the ear you can tell something of the crop to be expected.

Indians in Mendocino county, Cal., use clover regularly as an article of food, eating its leaves, stems and flower heads without cooking.—*Popular Mechanics*. The save-your-life health food pushers will soon utilize this idea and advertise to keep their patrons in clover.



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## PATENTS GRANTED

Angus M. Lander, Pelzer, S. C., has been granted letters patent, No. 718,133, on a bale tie.

Daniel L. Nicholson, Cleburne, Tex., has been granted letters patent, No. 718,016, on a baling press.

John A. Ostenberg, Westminster Station, Vt., has been granted letters patent, No. 718,511, on an explosion engine.

John C. White, Decatur, Ill., assignor to W. L. Oakes, Decatur, Ill., has been granted letters patent, No. 718,064, on valve gear for gas engines.

Edwin E. Arnold, Pittsburg, Pa., assignor to the Westinghouse Machine Co., has been granted letters patent, No. 718,299, on a valve for gas engines.

Walter Langdon-Davis and Alfred Soames, County of Surrey, Eng., have

been granted letters patent, No. 717,926 (see cut) on a pneumatic grain elevator. A revoluble cylinder has fixed upon it wings with a space between their outer edges corresponding to the width of a passage running parallel with the cylinder. The wings register with the sides of the passage to form a closed conduit, thru which air is forced.

Harry M. McCall, Pittsburg, Pa., assignor to Pittsburg Gas Engine Co., has been granted letters patent, No. 718,574, (see cut) on a starting valve for explosive engines. The device is mounted on the cylinder head and consists of a projecting valve stem having a nut screwed on its outer end, a spring bearing against the nut, and a lever with a block to engage the nut and lock the valve against the pressure of the spring.

### Dangers to Be Avoided.

[An address delivered by W. W. Alder of Lafayette, Ind., at the annual meeting of the Indiana Grain Dealers Association.]

The subject assigned me is not popular. Men don't like to look at dangers that are in the way. I don't believe any man in the grain business, or any other business is wise unless he first looks and sees the dangers that are in front. The old saying regarding not crossing the stream until you get to it is all humbug. You want to be able to get over it, either by swimming or having a bridge built over it. So I say if the grain dealers have any dangers in their way they ought to seek to avoid them.

What is the object of this grain dealers association? Some people think it is in restraint of trade. This of course is not true. As has been said here the grain dealers association is the best friend the farmer has. What is the object and what is the line of work the association has before it? One is transportation and another is terminal facilities, inspection and weighing. What are all these subjects considered for? From the very fact that we want to get the grain produced by the farmer into the east or wherever it goes with the least expense possible and thereby be able to pay the farmer more money for his grain than under the old system. Away with this idea that the grain dealers association is a combination that is working against the farmer or against the interests of the agriculturalists. It is all humbug and we all know it. But I tell you the truth is we make some mistakes along this line. What would you think of the general who would rush his army into a country and know nothing about the topography of it? What would be the consequence? In all probability his army would be cut to pieces, his own country lost and himself dishonored. So with the grain dealers associations or any other enterprise you attempt to promote. The dangers ought to be looked after.

This Grain Dealers Association as a social factor is magnificent. Many of us hardly knew each other a few years ago, even in the little town close to us. We thought every man in the grain business was trying to get ahead of us. As a social factor the grain dealers' association certainly is a wonderful success. As a factor to educate men in the grain business to understand the usages of the trade and avoid difficulties springing up between receiver and shipper it is a great success. It deals also with transportation. Not that we ought to regulate the railroads, that is not it, but we ought to endeavor to have the railroads work in conjunction with us, because we are their friends. We ought to work in conjunction with them in transporting grain from the West to the East or wherever it may go without any unnecessary expense or delay. The Grain Dealers Association is organized for the purpose of doing this business at the least expense and in the best manner possible. Modern facilities for handling grain are accomplishing this and the facilities for properly caring for and handling this business are getting better all the time, until the cost of handling is a very small matter. This is a social organization, an educational association, an association for the purpose of improving, not only the grain trade of the country, but to improve the opportunity of the producer to get more for his grain. We ought to hold up our heads and say to the farmer, "We are your friends."

One trouble I apprehend in association work is that sometimes the inclination is

to do too much. Now it is a fact that organizations and individuals can undertake too much. That is they take hold of a proposition they cannot accomplish, that it is unreasonable to suppose they can accomplish. For instance this government has been trying to control the railroads of this country for a good many years and cannot do it.

Now as to railroad rates. We read in the Grain Dealers Journal that men complain that the rates are too high. I do not know we can say that this is the case. We do have a right to say whether or not the railroads discriminate or not and whether they furnish cars to the best of their ability and whether they move the grain as promptly as possible, but we ought to try to avoid to control the rates. It does not make much difference to you what the rate is if other persons have the same rate.

Another difficulty that we sometimes run up against is that some people seem to think that the association is going to be a father to them. That it is going to take care of all their little petty troubles and pay for them when they ought to be responsible and take care of them themselves. There are a great many petty differences that ought not to be brought to the association and the association ought not to be bothered with them.

I do not know that the Indiana Association has ever gone beyond the limit of its objects. But I do know that some associations in this country have exceeded the proper scope of work. Sometimes I think these local associations have a tendency to curb men that ought to be advanced. One of the greatest curses of the grain dealers of this country is that this whole western country is overrun with elevators. I know of one place down in Illinois where a few years ago there were three elevators in town with a whole scope of country of about ten miles around it, and they could afford to pay better prices and have much less difficulty than now, when they have five elevators. One trouble that ought to be avoided, and which we ought to use our best efforts to avoid is the building of elevators. But you find men saying, "This man is making money. We can go in and do the same." This is where the farmers make a mistake. They think they can build an elevator at every switch, and have three, four or five elevators in each town and get more for their grain. We read in the daily papers and sometimes in the grain journals of different sections of the country where there is great agitation for farmers' elevators and we have one state in the Union where a few years ago the organization of grain dealers was the best and strongest in the country, where now the farmers all over the state are building elevators.

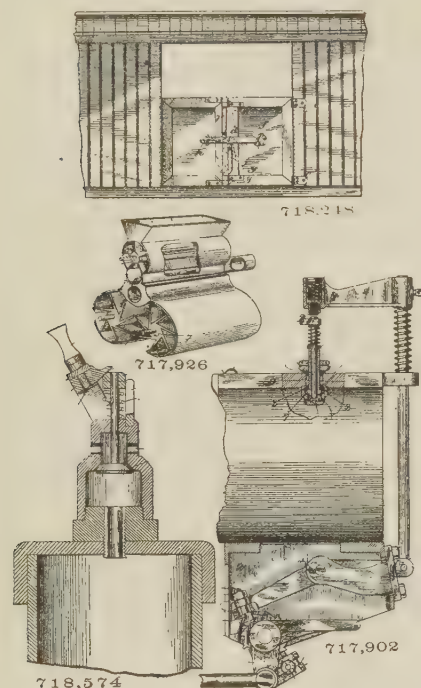
I think local associations ought to be placed more under the jurisdiction of the state association officials. The farmers see the dealers going into these small secret meetings and they think there is something mysterious going on there. They think it looks suspicious. This is just the kind of thing that encourages the building of elevators, and especially farmers' elevators. There is no use in having the farmers think we are trying to draw the wool over their eyes. That is not our business. I believe this business ought to be open and above board and the farmers ought to understand we want to try to get a fair margin and want to treat them right.

I leave you with these remarks. I want you to understand that I am one of the best friends of the association, and if I have said anything that is not right, I have said what I believe. These are some of the dangers that may come up and possibly some that are already here and ought to be avoided.

### Corn Crop of Italy.

The corn crop of Italy for 1902 is officially reported to be 67,395,375 bushels against 95,176,458 bushels in 1901, and 87,968,700 bushels in 1900. The present crop is the smallest produced in that country since 1897, when the total was given at 65,891,000 bushels, says the Government Crop Reporter.

The average annual area planted to corn in Italy is about 4,332,000 acres, and the average yield about 21 bushels per acre; from which it may be deduced that the 1902 crop is only about three-fourths of a normal average crop.



been granted letters patent, No. 718,418, on an internal combustion engine.

Fred A. Law, Hartford, Conn., assignor to the Morton Trust Co., has been granted letters patent, No. 718,482, on a cooling means for explosive engines.

Wm. P. Flint, Pittsburg, Pa., assignor to the Westinghouse Machine Co., has been granted letters patent, No. 718,334, on an igniter apparatus for gas engines.

Henning F. Wallmann, Chicago, Ill., assignor to the Wallmann Engine Co., has been granted letters patent, No. 718,552, on a mixing device for explosive engines.

Fitzhugh L. Greer, Norfolk, Va., has been granted letters patent, No. 718,248 (see cut) on a car door. The width of the car and the door opening are proportioned so that the four sections composing the two doors may be used to form two partitions across the car when swung in.

Frank R. McMullin, Highland Park, Ill., assignor to McMullin Motive Power & Construction Co., has been granted letters patent, No. 717,902 (see cut) on an electric igniting device for internal combustion engines. The movable contact is actuated by a pawl and ratchet, operating thru a series of levers.

Julius C. Rieth, Sandwich, Ill., has been



## Cleaning Wheat Before Weighing.

[An address delivered by Calvin Tuttle of Columbia City, Ind., at the annual meeting of the Indiana Grain Dealers Association.]

Mr. Chairman and fellow friends of the Grain Dealers Association—I have been requested to make a few remarks before this meeting, regarding the cleaning of wheat, prior to its going to the weigh hopper. I have been buying wheat for milling purposes exclusively for nearly 22 years, and naturally my remarks must be from a miller's point of view. My experience in this line began early in 1881. At that time competition was not quite as strong as it is to-day. And the belief was that about the only way a miller knew whether he was prospering was by the changeable conditions of his bank account. The buying of wheat was in a measure "a guess" as to how much wheat and how much dirt you were paying for. Receiving separators, as we have now, were unknown then. At least in our locality, the buying of wheat in bad seasons being especially hazardous, as it was impossible to tell how many "cellar" screenings was to come out of this poor, shrunken wheat. And when you had bought wheat enough to make a barrel of flour out of this "sight unseen" "As to Quality wheat."

About the meanest things said about the miller those days were, whose corn fattens the miller's hogs or who feeds the miller's mules? But more serious things were soon to happen. The old mill-stones were to give away to roller mills. Competition became stronger, as one by one millers changed to the new roller system. In nearly every instance doubling his output to be thrown on the market. Wonderful improvements were being made in wheat cleaning machinery, as well as all other milling machinery. Margins on flour began to be cut. In fact so close that guesswork as to the quality of wheat became a serious matter. It became necessary to know to a certainty, or nearly so, the amount of wheat it took in the elevator bin to make a barrel of flour ready for sale. This it was impossible to do, and buy wheat in the dirt. With these conditions before us, our brother miller, Mr. Leggett and myself, got together and decided to put in milling separators, over

which the wheat from the farmers must pass before reaching the weigh hopper.

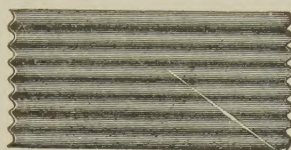
We paid them for their clean wheat, and gave them back their dirty screenings. Then trouble began. We were called thieves and robbers and sometimes "worse things." It gave the shippers an opportunity to say to the farmer, Don't take your wheat to the mills, they will clean it for you, while we will pay you for "dirt" and all. This argument is still being used in many localities. The question is, What does the shipper do with all this dirt? Must they not guess how much their wheat will be "blowed" in Toledo or other points, in order to make it grade? The screenings are worth more to the farmer than to any other person, and more than the account sales from your commission house allows the shipper.

Gentlemen, I desire to ask you whether as shippers of wheat, you are not the purchasing agents of millers. Some miller must grind the wheat or the majority of it that you ship. If this is true, then do not the conditions upon which wheat is bought affect us similarly? Why not eradicate the "anxiety" as to how your wheat is going to grade in the market? The installation of receiving separators, in your elevators will relieve this "anxiety" and hard feelings against your commission

houses. Put in the separators, give the farmer back his screenings and you will have less trouble. The hard things your farmer friends will say about you at the start, will soon pass over, as has been the result in our case.

Patient indulgence, and a little reasoning will prove to them that they were in the wrong. And that the only right, and the most satisfactory, way to buy wheat, both to the buyer and seller, is to clean the wheat before you weigh it. Show the farmer the dirty screenings, and ask him if he wants flour made from that kind of "stuff." He will invariably say "No, sir!" Then say to them that some mill must grind this wheat, and that they must clean it in order to have their flour equal to their neighbors'. They will soon agree with you, that the only right way to buy wheat is over a receiving separator. Gentlemen, I thank you.

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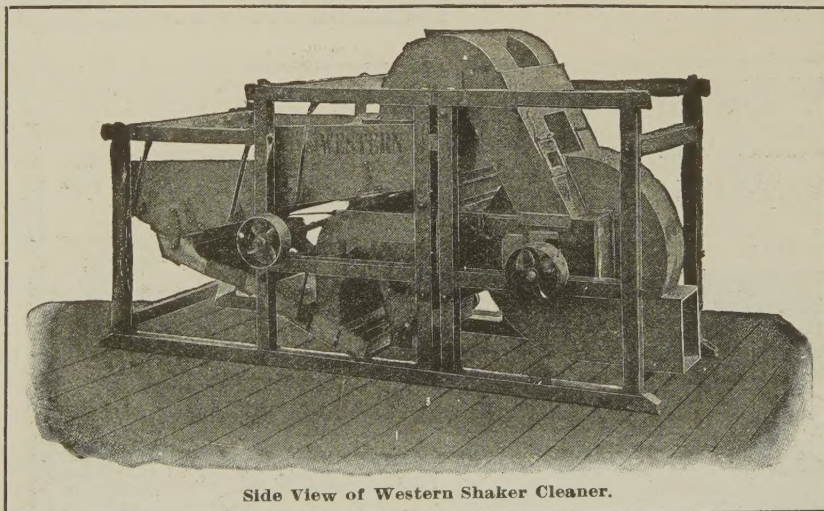
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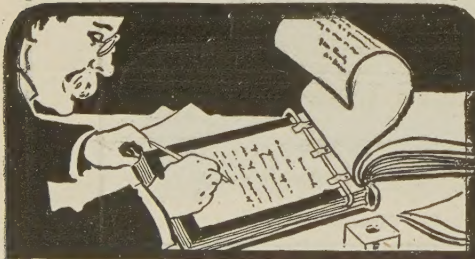
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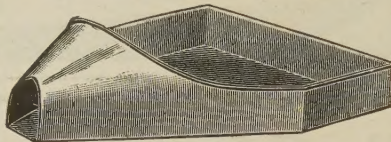
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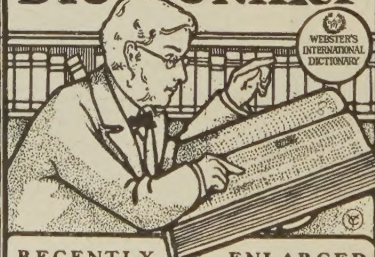
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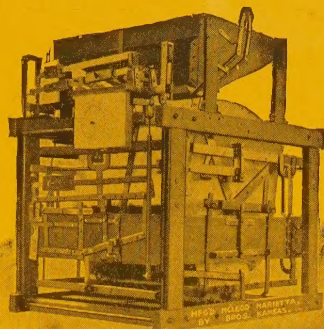
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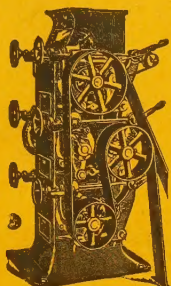
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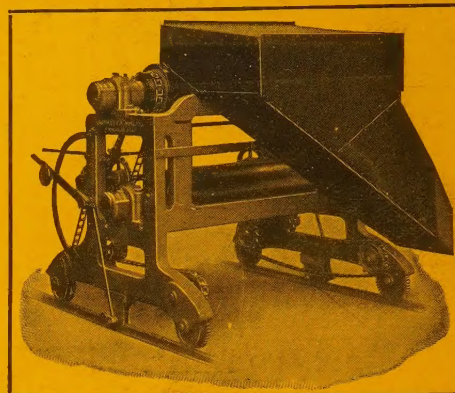
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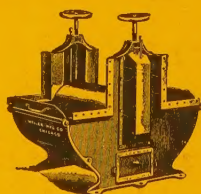


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